

Department **Performance** Report

SEPTEMBER 2023



Arts, Crafts, Sewing

VORTEX

Camera & Photo

NESPRESSO.

Grocery & Gourmet Food



Automotive



Baby





Clothing, Shoes & Jewelry



Computer & Accessories



Electronics



Health & Household





Home & Kitchen



Kitchen & Dining



Office Products



Patio, Lawn & Garden



Pet Supplies



Software



Sports & Outdoors



Tools & Home Improvement



Toys & Games Play



Video Games



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Department Performance Report

September 2023

Report Overview

This report provides a holistic overview of each major department at Amazon. It includes information about sales, sponsored search, and organic search for each department.

- Department Overview
- Top-Selling Brands
- Top Brands in Organic Search
- Top Brands in Paid Search
- Top Promoted Brands
- Top-Selling Items
- Disclaimer: Analytic Index has no affiliation with Amazon. All data is proprietary to the Analytic Index. This report is based on performance items which are in the top-performing sales or search items.
- This report is based on top-performing items in sales or search on Amazon (Top 100 BSR & within top 2 pages of search results)
- ❖ The prior period and percent change in this report is comparing data from the previous year (year-over-year).

Definitions

Top-Selling Brands

Estimated sales share based on the brand's items, their best seller rank, and historical sales.

Top Brands in Organic Search

Based on share of organic search visibility, which is similar to organic impressions in that it looks at keywords the brands items appear for, how high they rank for said keywords, and the search volume of the keywords.

Top Brands in Paid Search

Based on share of paid search visibility, which is similar to ad impressions in that it looks at keywords the sponsored items appear for, their ad position on the page for said keywords, and the search volume of the keywords.

Top Promoted Brands

The brands that were observed with the most promo activity via retailer badges.

Top-Selling Items

The best-selling items based on Best Seller Ranking over the time period.



FREE EVENT

Excellence in Ecommerce

Amazon Edition

New York, NY OCTOBER 23, 2023 Join us for the "lite" edition of our Excellence in Ecommerce show as we feature two condensed session options for expertise, learning, and networking with brands, agencies, and technology platforms.

Excellence in Ecommerce Live is designed to educate brands and agencies about strategies that drive traffic, conversion, and profitability at Amazon.

REGISTER NOW

FREE EVENT FOR BRANDS & AGENCIES

About Analytic Index

Actionable **search**, **sales**, **and shelf** insights for all major retail ecommerce platforms.













Reasons to partner with Analytic Index:



HIGHER **SEARCH RANKINGS**



HUGE TIME SAVINGS



BETTER CLICK THROUGH RATES & CONVERSION



MORE **EFFECTIVE AD SPEND**



UNPRECEDENTED **COMPETITIVE INTELLIGENCE**



CROSS-RETAILER VISIBILITY



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amazon | Arts, Crafts & Sewing



Market Share Leaders: HTV ROONT





iBayam



Brands Observed

19,092

▼ -4% vs Prior Period

Items Observed

117,922

▼-3% vs Prior Period

Department Summary
Keywords Observed

104,787

▲ 55% vs Prior Period

Sponsorship Activity

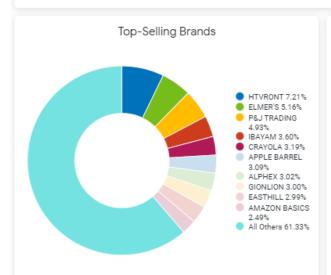
▲ 107.9%

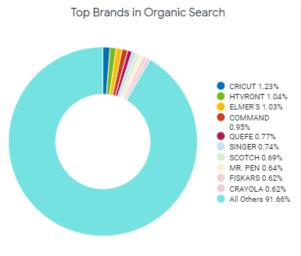
65,825,459 Weekly Average

Organic Search Visibility

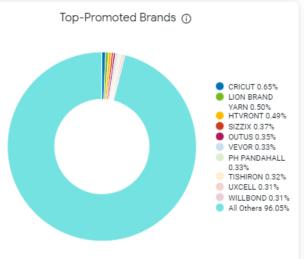
▲41.7%

9,390,991,155 Weekly Average









Top-Selling Items:

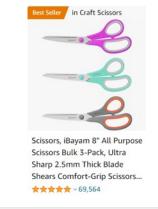








Heat Transfer Vinyl White HTV Rolls - 12" x 20ft White Iron on Vinyl for All Cutter Machine, White HTV Vinyl for Shirts -...















Brands Observed

35,720

▲ 6% vs Prior Period

Items Observed

528,875

▲ 2% vs Prior Period

Department Summary Keywords Observed

105,951

▲ 42% vs Prior Period

Sponsorship Activity

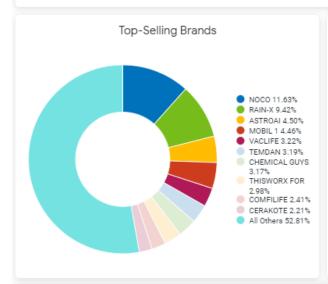
▲ 71.6%

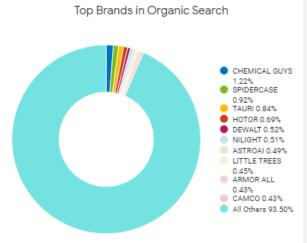
44,565,360 Weekly Average

Organic Search Visibility

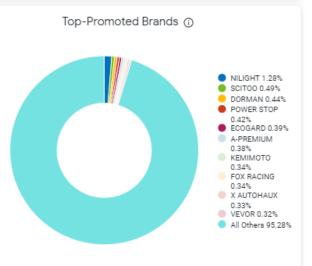
▲ 18.5%

10,416,800,233 Weekly Average





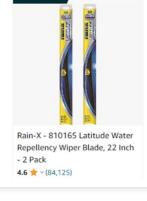




Top-Selling Items:



NOCO Boost Plus GB40 1000 Amp 12-Volt UltraSafe Lithium Jump Starter Box, Car Battery Booster Pack, Portable Power Bank Charger, and...





AstroAl Tire Inflator Portable Air Compressor Air Pump for Car Tires - Car Accessories, 12V DC Auto Pump with Digital Pressur...
4.5 * ~ (72,289)



VacLife Tire Inflator Portable Air Compressor - Air Pump for Car Tires (up to 50 PSI), 12V DC Tire Pump for Bikes (up t...

**** × 34,682



Sponsored

ThisWorx Car Vacuum Cleaner - Car Accessories - Small 12V High Power Handheld Portable Car Vacuum w/Attachments,...

★★★☆ ~ 292,931















Brands Observed

12,164

▼ -2% vs Prior Period

Items Observed

55,614

▼-6% vs Prior Period

Department Summary Keywords Observed

110,951

▲ 45% vs Prior Period

Sponsorship Activity

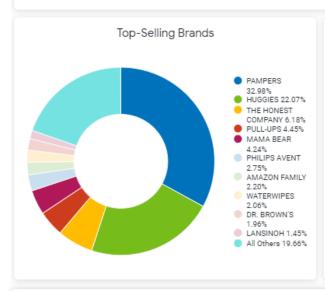
▲ 72.8%

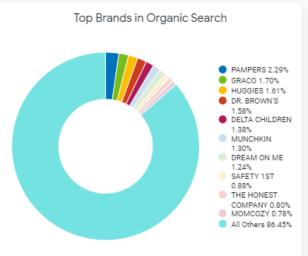
40,603,297 Weekly Average

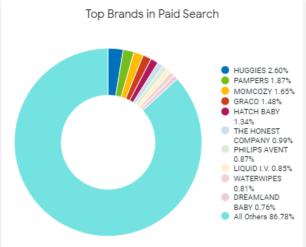
Organic Search Visibility

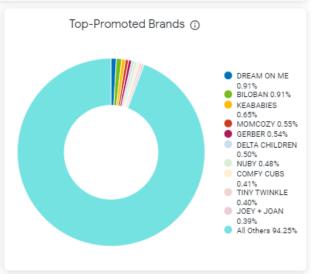
▲ 27.9%

14,289,852,311 Weekly Average









Top-Selling Items:



Pampers Swaddlers Diapers Size 4, 150 count - Disposable Diapers 4.8 ★ ~ (106,428)



Size 5, 128 count - Disposable Diapers

★★★★ ~ 20,067



Pampers Pure Protection
Diapers Size 5, 132 count Disposable Diapers

33,689



The Honest Company Clean
Conscious Wipes | 99% Water,
Compostable, Plant-Based, Bab...
Wipes 72 Count (Pack of 10)
4.9 * (5.002)



Pampers Swaddlers Diapers Size 5, 132 count - Disposable Diapers

★★★★ ~ 112,975







COSRX

MIGHTY PATCH

SOL DE JANEIRO

NUTRAFOL

Brands Observed

19,678

▼ -2% vs Prior Period

Items Observed

84,006

▼-7% vs Prior Period

Department Summary Keywords Observed

131,458

▲ 53% vs Prior Period

Sponsorship Activity

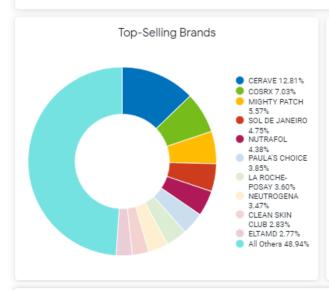
▲ 77.2%

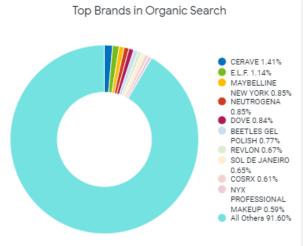
123,211,130 Weekly Average

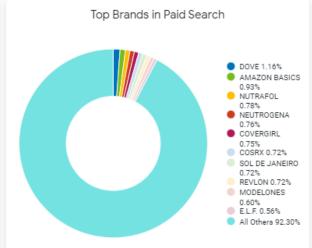
Organic Search Visibility

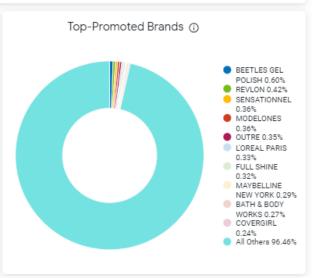
▲ 51.9%

53,742,316,208 Weekly Average



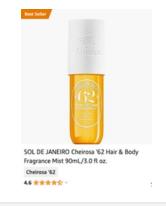






Top-Selling Items:









Mighty Patch™ Original patch from Hero Cosmetics -Hydrocolloid Acne Pimple..

36 Piece Assortment ★★★☆ ~ 133,354

Paulas Choice--SKIN PERFECTING 2% BHA Liquid Salicylic Acid Exfoliant --Facial Exfoliant for Blackheads,... Unscented - 4 Fl Oz ★★★★☆~81,780

amazon | Camera & Photo Products



Market Share Leaders: ** YPRIESEX





HEXEUM

JIASFU



Brands Observed

3,844

▼ -15% vs Prior Period

Items Observed

24,813

▼-7% vs Prior Period

Department Summary Keywords Observed

30,582

▲ 12% vs Prior Period

Sponsorship Activity

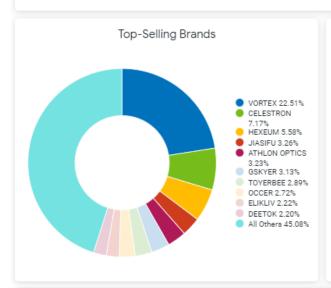
▲ 35.9%

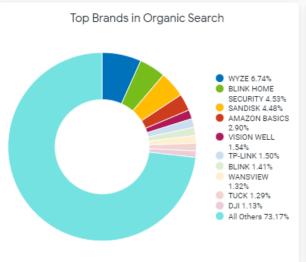
4,859,134 Weekly Average

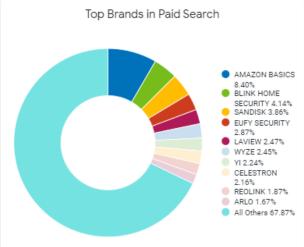
Organic Search Visibility

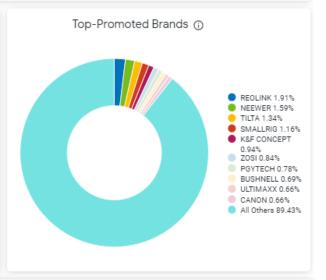
▲ 25.6%

1,983,672,201 Weekly Average

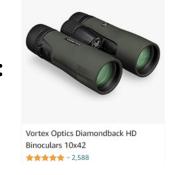








Top-Selling Items:











Athlon Optics 8x42 Midas UHD Gray Binoculars with ED Glass for Adults and Kids, High-Powered Binoculars for...

★★★★ ~ 1,204



amazon | Cell Phones & Accessories



Market Share Leaders:



Ailun

ANKER



Brands Observed

4,466

▼ -5% vs Prior Period

Items Observed

16,165

▼ -2% vs Prior Period

Department Summary Keywords Observed

45,903

▲ 37% vs Prior Period

Sponsorship Activity

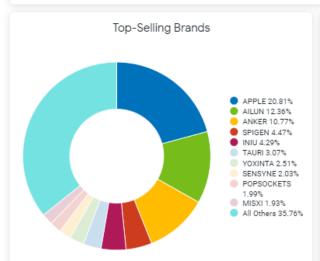
▲ 36.8%

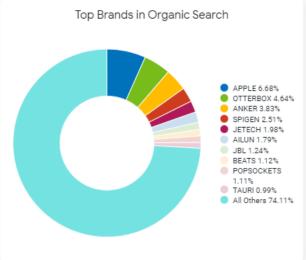
22,556,282 Weekly Average

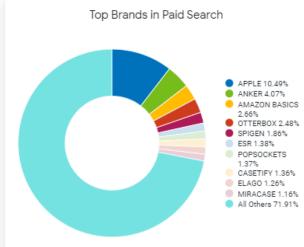
Organic Search Visibility

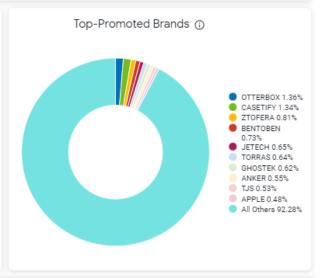
▲2.6%

12,546,107,441 Weekly Average

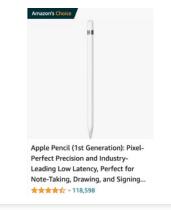




















amazon | Clothing, Shoes & Jewelry



Market Share Leaders:

Crocs







GILDAN°

Brands Observed

49,836

▲ 6% vs Prior Period

Items Observed

900,126

▲ 4% vs Prior Period

Department Summary Keywords Observed

219,699

▲ 70% vs Prior Period

Sponsorship Activity

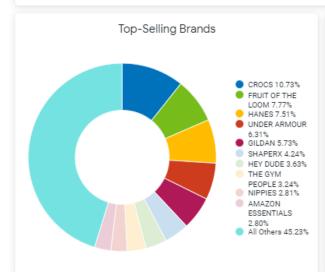
▲ 132.2%

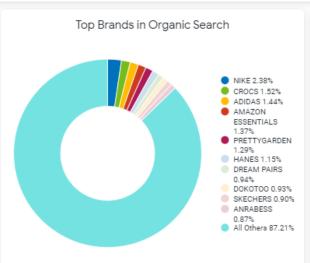
309,868,328 Weekly Average

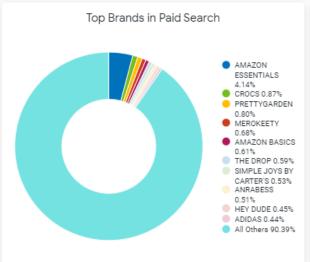
Organic Search Visibility

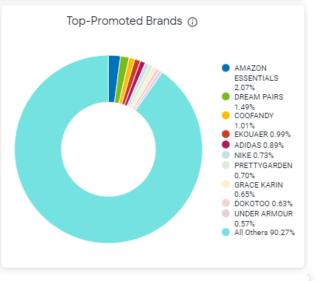
▼-0.3%

101,730,583,297 Weekly Average

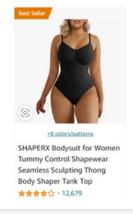


















amazon | Computer & Accessories



Market Share Leaders:











Brands Observed

6,971

▼ -7% vs Prior Period

Items Observed

37,596

▼-5% vs Prior Period

Department Summary Keywords Observed

76,612

▲ 34% vs Prior Period

Sponsorship Activity

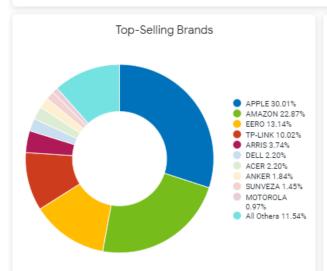
▲ 54.6%

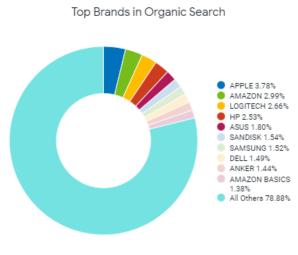
29,675,779 Weekly Average

Organic Search Visibility

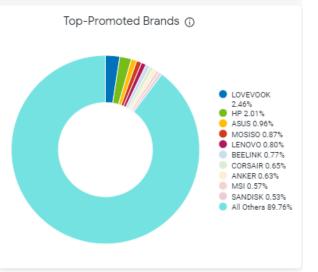
▲ 22.0%

12,792,921,666 Weekly Average









Top-Selling Items:



Apple 2020 MacBook Air Laptop M1 Chip, 13" Retina Display, 8GB RAM, 256GB SSD Storage, Backlit Keyboard,...



Apple 2020 MacBook Air Laptop M1 Chip, 13" Retina Display, 8GB RAM, 256GB SSD Storage, Backlit Keyboard, FaceTime HD Camera,...



Amazon eero Pro 6E mesh Wi-Fi System | Fast and reliable gigabit + speeds | supports blazing fast gaming | Coverage up to 6,000 sq. f...

★★★☆~3,408





TP-Link Deco AX3000 WiFi 6 Mesh System(Deco X55) -Covers up to 6500 Sq.Ft. , Replaces Wireless Router and..

★★★★☆ × 4,690













Brands Observed

15,685

▼-4% vs Prior Period

Items Observed

79,511

▼-6% vs Prior Period

Department Summary Keywords Observed

140,745

▲ 37% vs Prior Period

Sponsorship Activity

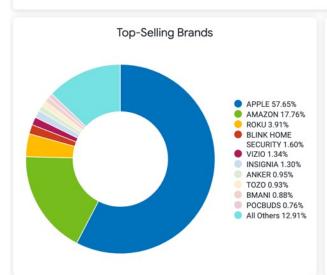
▲ 52.0%

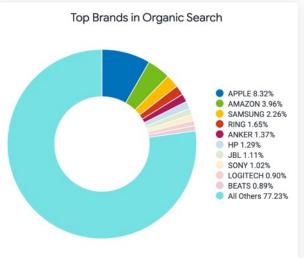
74,960,319 Weekly Average

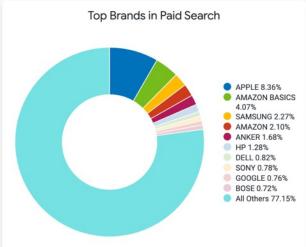
Organic Search Visibility

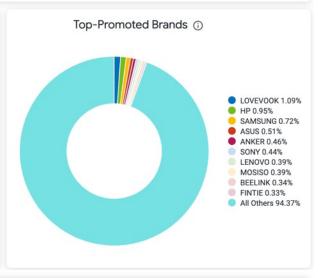
▲ 20.9%

37,231,028,387 Weekly Average











Apple iPad (9th Generation): with A13 Bionic chip, 10.2-inch Retina Display, 64GB, Wi-Fi, 12MP front/8MP Back Camera, Touch ID, All-Day Battery Li...









amazon | Grocery & Gourmet Food



Market Share Leaders:

NESPRESSO.







SOLMO

Brands Observed

22,200

▼ -4% vs Prior Period

Items Observed

137,567

▼-6% vs Prior Period

Department Summary
Keywords Observed

111,242

▲ 49% vs Prior Period

Sponsorship Activity

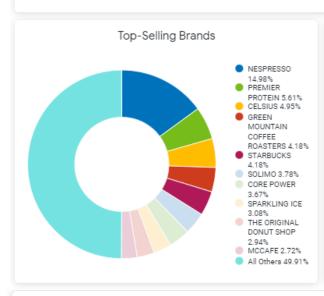
▲ 157.0%

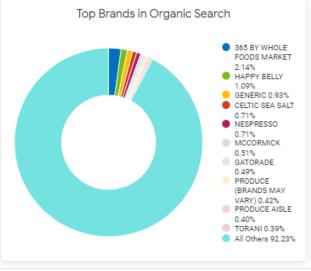
170,348,388 Weekly Average

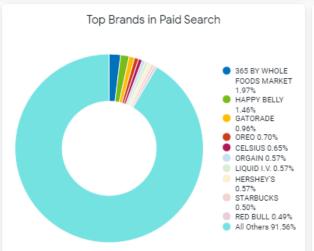
Organic Search Visibility

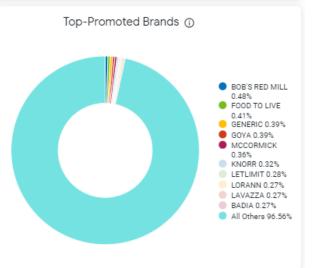
▲ 15.8%

37,716,061,873 Weekly Average



















amazon | Health & Household



Market Share Leaders:











Brands Observed

32,220

▼ -2% vs Prior Period

Items Observed

143,556

▼-7% vs Prior Period

Department Summary Keywords Observed

193,521

▲ 42% vs Prior Period

Sponsorship Activity

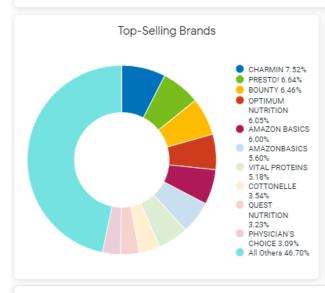
▲ 62.3%

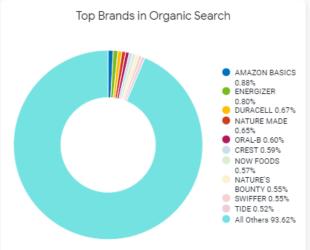
137,526,067 Weekly Average

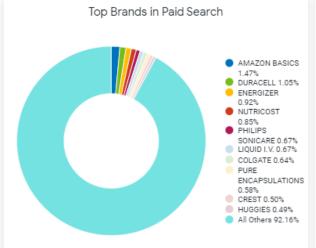
Organic Search Visibility

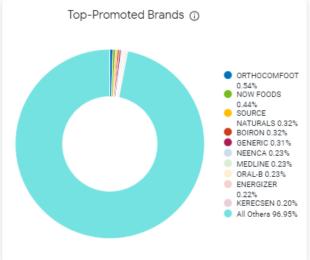
▲46.2%

66,420,676,672 Weekly Average









Top-Selling Items:





4.8 ****





Amazon Basics 48-Pack AA Alkaline High-Performance Batteries, 1.5 Volt, 10-Year Shelf Life

*** ~ 358,865



Charmin Ultra Soft Cushiony Touch Toilet Paper, 24 Family Mega Rolls = 123 Regular Rolls 24 Count (Pack of 1)

**** ~ 59,301



6 Rolls (Pack of 4)

**** · 119,352

amazon | Home & Kitchen



Market Share Leaders:

STANLEY



CG Kunlimited



amazonbasics

Brands Observed

43,660

▲ 0% vs Prior Period

Items Observed

218,218

▼ -6% vs Prior Period

Department Summary Keywords Observed

277,638

▲ 49% vs Prior Period

Sponsorship Activity

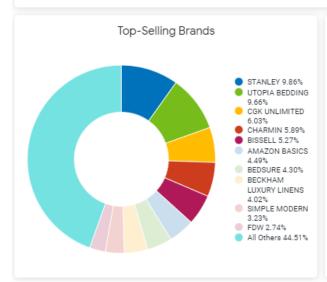
▲ 60.4%

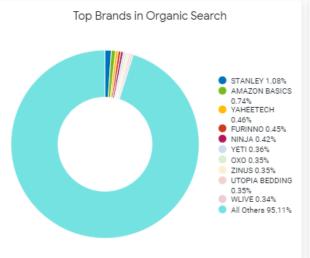
240,838,059 Weekly Average

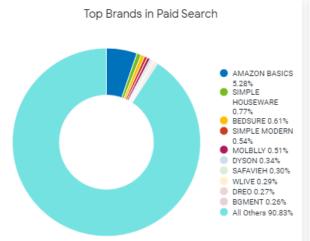
Organic Search Visibility

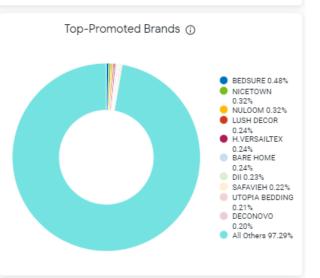
▲ 23.6%

101,260,110,777 Weekly Average









Top-Selling Items:



Charmin Ultra Gentle Toilet Paper, 36 Mega Rolls = 144 Regular Rolls

36 Count (Pack of 1) 4.8 ****



Purpose Portable Carpet and Upholstery Cleaner, Car and Auto Detailer, Green, 1400B *** · 62,863



Queen Size 4 Piece Bedding Sheet Set - Breathable & Cooling Bed Sheets - Hotel Luxury Bed Sheets for Women, Men, Kids & Teens -... **◆◆◆◆** ~ 283 900



Stanley Quencher H2.0 FlowState Stainless Steel Vacuum Insulated Tumbler with Lid and Straw for Water, Iced Tea or Coffee...

Stainless Steel ***** × 22,664



Beckham Hotel Collection Bed Pillows Standard / Queen Size Set of 2 - Down Alternative Bedding Gel Cooling Pillow for Back,...

★★★☆ ~ 232,301

amazon | Kitchen & Dining



Market Share Leaders:



simple MODERN

NINJA



THERMOS

Brands Observed

30,241

▼ -5% vs Prior Period

Items Observed

131,705

▼ -10% vs Prior Period

Department Summary Keywords Observed

139,482

▲ 43% vs Prior Period

Sponsorship Activity

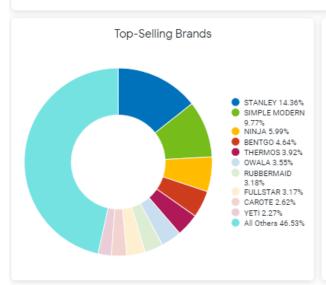
▲ 39.6%

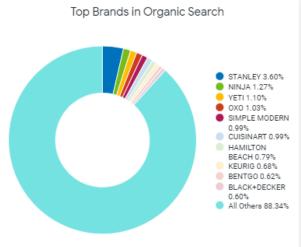
71,824,753 Weekly Average

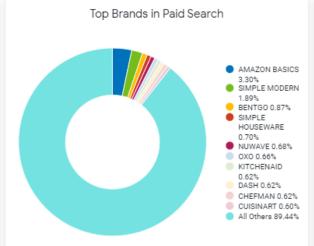
Organic Search Visibility

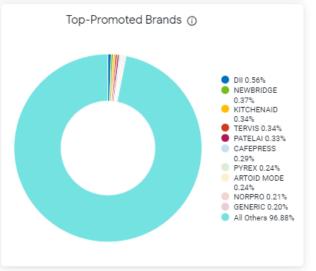
▲ 31.6%

30,339,396,381 Weekly Average









Top-Selling Items:





Ninja AF101 Air Fryer that Crisps, Roasts, Reheats, & Dehydrates, for Quick, Easy Meals, 4 Quart Capacity, & High Gloss Finish, Grey **** ~ 48,467



with Handle and Straw Lid | Insulated Cup Reusable Stainless Steel Water Bottle Travel Mug... **** · 19,826

Spiralizer Vegetable Slicer - Onion Chopper with Container - Pro Food Chopper - Slicer Dicer Cutter - (4 ... Plastic

★★★☆~91,338



Steel Water Bottle with Straw for Sports and Travel, BPA-Free, 24oz, Very, Very Dark

*** ~ 24,137

amazon | Office Products



Market Share Leaders:







HAMMERMILL.



Brands Observed

18,277

▼ -3% vs Prior Period

Items Observed

97,076

▼-5% vs Prior Period

Department Summary Keywords Observed

148,655

▲ 52% vs Prior Period

Sponsorship Activity

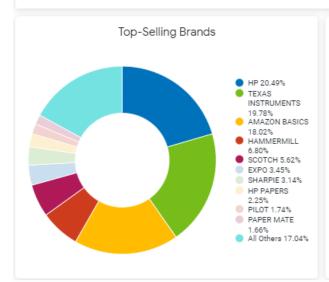
▲ 97.9%

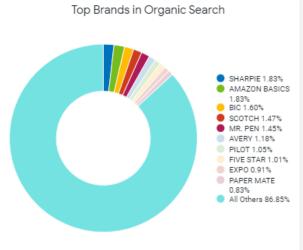
94,794,749 Weekly Average

Organic Search Visibility

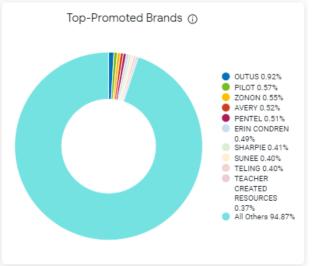
▲ 28.5%

23,067,263,604 Weekly Average



















amazon | Patio, Lawn & Garden



Market Share Leaders:











Brands Observed

28,614

▼ -1% vs Prior Period

Items Observed

139,765

▼ -3% vs Prior Period

Department Summary Keywords Observed

123,811

▲ 39% vs Prior Period

Sponsorship Activity

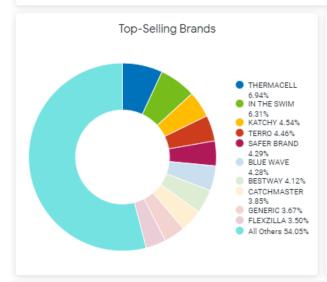
61.3%

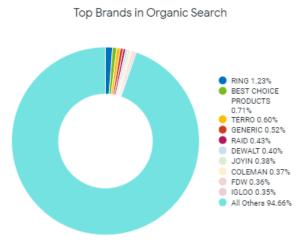
51,219,539 Weekly Average

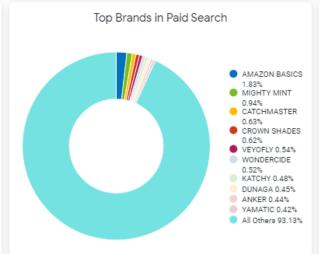
Organic Search Visibility

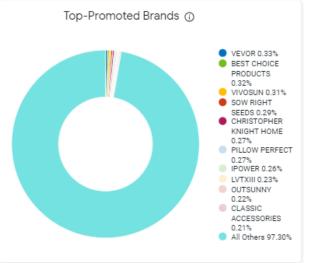
▲ 17.7%

16,376,595,816 Weekly Average









Top-Selling Items:





Gnats. Moths. Fruit Flies - Non-Zapper Traps for Inside Your Ho... *** 101,464



Blue Wave Bronze 8-Year 24-ft Round Above Ground Pool Winter

★★★☆☆~23,031



Coleman SaluSpa Inflatable Hot Tub Spa | Portable Hot Tub with Heated Water System and 140 Bubble Jets | Fits Up to 4 People

**** ~ 9,511



Fly Trap for Flies, Fruit Flies, Moths, Gnats, and Other Flying Insects - 400 Sq Ft of Protection

**** 15,815

amazon | Pet Supplies



Market Share Leaders:











Brands Observed

18,252

▲ 3% vs Prior Period

Items Observed

100,117

▼ -2% vs Prior Period

Department Summary Keywords Observed

70,318

▲ 54% vs Prior Period

Sponsorship Activity

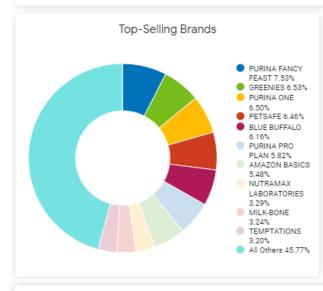
▲ 70.8%

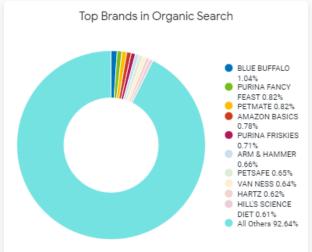
46,937,268 Weekly Average

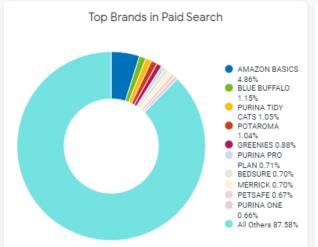
Organic Search Visibility

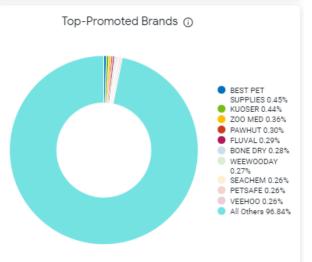
▲ 22.3%

15,256,561,278 Weekly Average







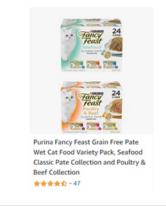
























Brands Observed

605

▼-11% vs Prior Period

Items Observed

5,814

▼-10% vs Prior Period

Department Summary Keywords Observed

9,816

▲ 913% vs Prior Period

Sponsorship Activity

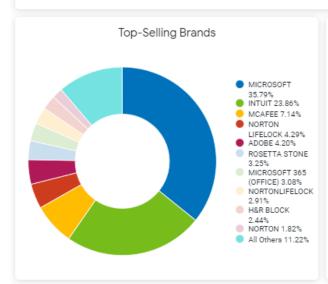
▼-9.8%

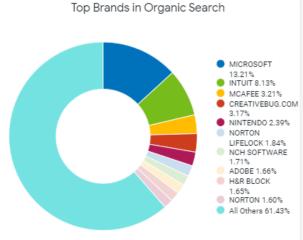
140,245 Weekly Average

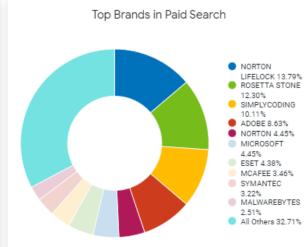
Organic Search Visibility

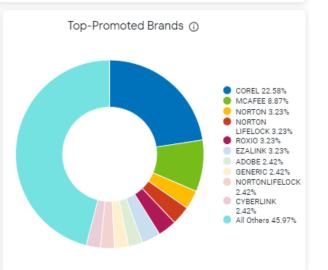
▲ 69.1%

60,790,555 Weekly Average









Top-Selling Items:



Microsoft Office Home & Student 2021 | Classic Apps: Word, Excel, PowerPoint | One-Time purchase for 1 PC/MAC | Instant Download by Microsoft

★★★☆☆~4,665





Software, Federal Only Tax Return,
[Amazon Exclusive] [PC Download]
by Intuit

***** ~ 589



Microsoft OEM System Builder | Windows 11 Pro | Intended use for new systems | Authorized by Microsoft

Dec 1, 2021



amazon | Sports & Outdoors



Market Share Leaders:







IRON°**F**LASK



Brands Observed

52,488

▼ -1% vs Prior Period

Items Observed

519,520

▼-4% vs Prior Period

Department Summary
Keywords Observed

218,240

▲ 50% vs Prior Period

Sponsorship Activity

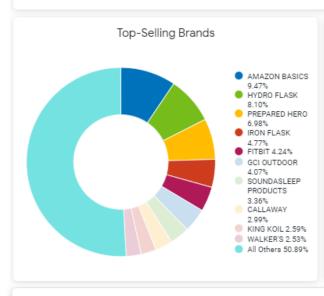
▲ 56.7%

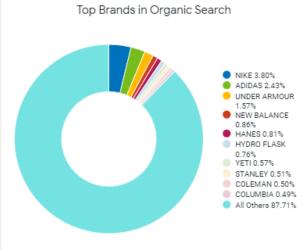
93,975,812 Weekly Average

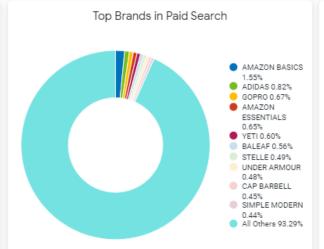
Organic Search Visibility

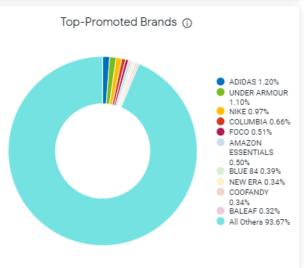
▲7.6%

35,797,059,340 Weekly Average







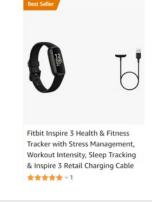


Top-Selling Items:

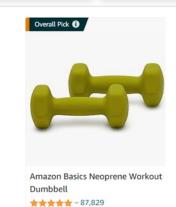


Prepared Hero Emergency Fire Blanket - 4 Pack - Fire Suppression Blanket for Kitchen, 40" x 40" Fire Blanket for Home, Fiberglass Fire...

**** ~ 2,782









amazon | Tools & Home Improvement



Market Share Leaders: everydrop







FRIGIDAIRE.

Brands Observed

41,074

▼ -2% vs Prior Period

Items Observed

255,555

▼-7% vs Prior Period

Department Summary Keywords Observed

202,097

▲ 42% vs Prior Period

Sponsorship Activity

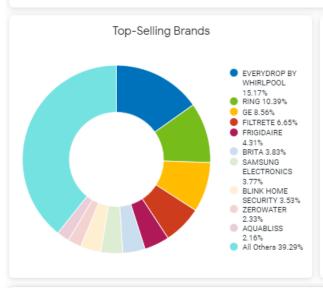
▲ 70.4%

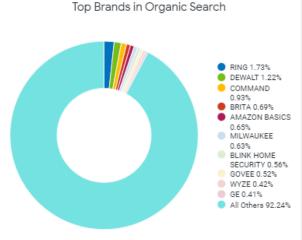
97,198,780 Weekly Average

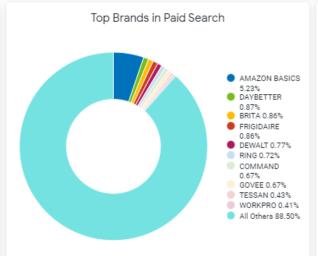
Organic Search Visibility

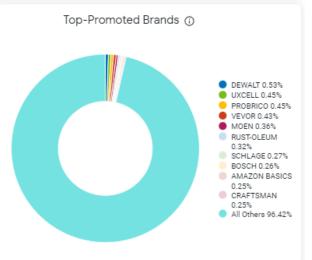
▲ 20.2%

30,116,553,992 Weekly Average









Top-Selling Items:











GE XWFE Refrigerator Water Filter | Certified to Reduce Lead, Sulfur, and 50+ Other Impurities | Replace Every 6 Months for Best Results |...

**** ~ 21,945

amazon | Toys & Games



Market Share Leaders:











Brands Observed

21,279

▼ -3% vs Prior Period

Items Observed

111,554

▲ 2% vs Prior Period

Department Summary Keywords Observed

162,671

▲ 49% vs Prior Period

Sponsorship Activity

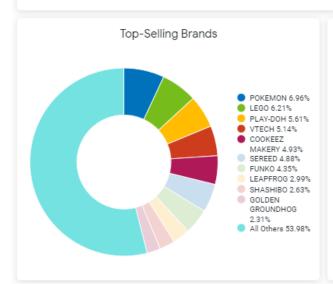
▲ 114.2%

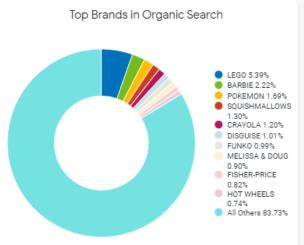
166,355,308 Weekly Average

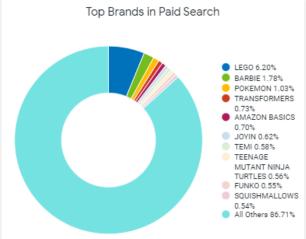
Organic Search Visibility

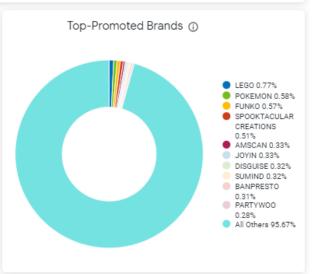
▲ 14.1%

30,329,259,254 Weekly Average









Top-Selling Items:



Cinnamon Treatz Oven. Mix & Make a Plush Best Friend! Place Your Dough in The Oven and Be Amazed When A Warm, Scented,...





VTech Sit-to-Stand Learning
Walker (Frustration Free
Packaging) , Orange

★★★★ × 89,308



LeapFrog Learning Friends 100 Words Book

★★★★ ~ 128,642











oculus



Brands Observed

5,749

▲ 4% vs Prior Period

Items Observed

40,216

▲ 5% vs Prior Period

Department Summary Keywords Observed

52,215

▲ 210% vs Prior Period

Sponsorship Activity

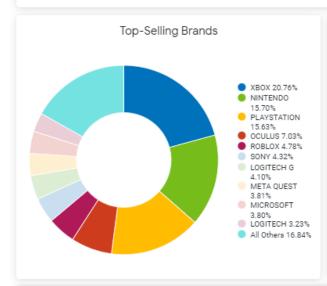
▲ 37.5%

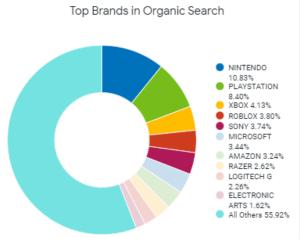
5,916,911 Weekly Average

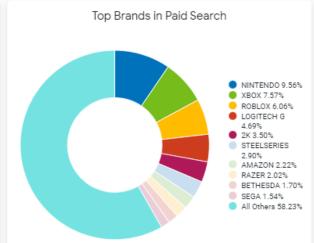
Organic Search Visibility

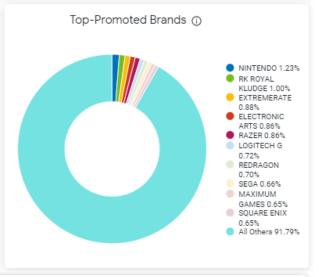
▲ 18.3%

5,624,681,867 Weekly Average















PlayStation 5 Console – Marvel's Spider-Man 2 Limited Edition Bundle Sep 1, 2023



Nintendo Switch™ with Neon Blue and Neon Red Joy-Con™ Oct 14, 2022 ★★★★ ~ 4,597



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