

## Department Performance Report

OCTOBER 2023



Arts, Crafts, Sewing

VORTEX

Camera & Photo

**NESPRESSO**.

Grocery & Gourmet Food



Clothing, Shoes & Jewelry

Bounty

Health & Household

NOCO

Automotive



Baby





Computer & Accessories



Electronics



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**

October 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.



## **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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## **Table of Contents**

Arts, Crafts & Sewing	1
Automotive	2
Baby	3
Beauty & Personal Care	4
Camera & Photo	5
Cell Phones & Accessories	5
Clothing, Shoes & Jewelry	7
Computers & Accessories	
	9
Grocery & Gourmet Food	10
Health & Household	11
Home & Kitchen	12
Kitchen & Dining	13
	14
Patio, Lawn & Garden	15
Pets Supplies	16
Software	17
Sports & Outdoors	18
Tools & Home Improvement	19
	20
	21





## amazon | Arts, Crafts & Sewing



Market Share Leaders: HTV RONT



**WOöBLES** 



iBayam

Brands Observed

19,251

▼ -3% vs Prior Period

Items Observed

119,106

▲ 1% vs Prior Period

Department Summary Keywords Observed

133,243

▲ 66% vs Prior Period

Sponsorship Activity

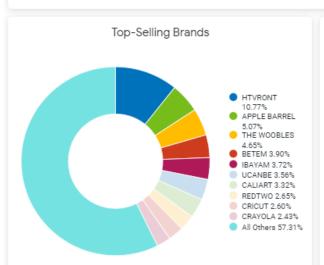
10.8%

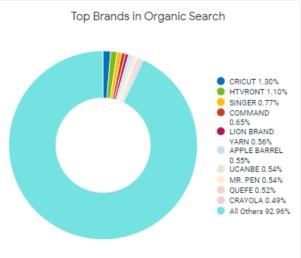
67,235,952 Weekly Average

Organic Search Visibility

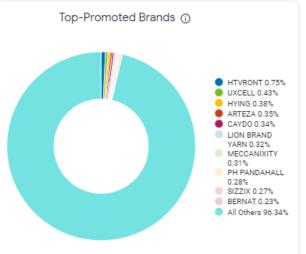
7-19.8%

9,696,422,239 Weekly Average









#### **Top-Selling Items:**



The Woobles Beginners Crochet Kit with Easy Peasy Yarn as seen on Shark Tank - with Step-by-Step Video Tutorials - Pierre The... \*\*\*\* ~ 2,586



Betem 24 Colors Dual Tip Acrylic Paint Pens Markers, Premium Acrylic Paint Pens for Wood, Canvas, Stone, Rock Painting,... \*\*\*\*\*\* ~ 3,689



Caliart Acrylic Paint Set With 12 Brushes, 24 Colors (59ml, 2oz) Art Craft Paints Gifts for Artists Kids Beginners & Painters, Easter...

\*\*\*\* 17,230



Apple Barrel Acrylic Paint Set (2-Ounce), Best Colors Count, 32 Fl Oz (Pack of 16)

\*\*\*\* ~ 5,145



HTVRONT HTV Vinyl Rolls Heat Transfer Vinyl - 12" x 8ft White HTV Vinyl for Shirts, Iron on Vinyl for Cricut & Cameo - Easy to Cut ...

★★★★ ~ 33,928



**Market Share Leaders:** 





airmoto





Brands Observed

36,089

▲ 5% vs Prior Period

Items Observed

531,180

▲ 2% vs Prior Period

Department Summary Keywords Observed

130,405

▲ 46% vs Prior Period

Sponsorship Activity

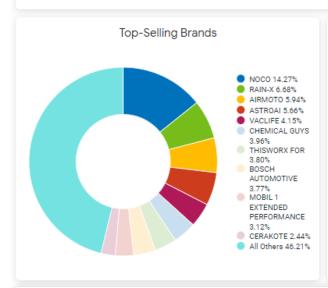
**▼** -18.5%

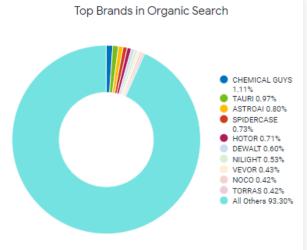
41,795,607 Weekly Average

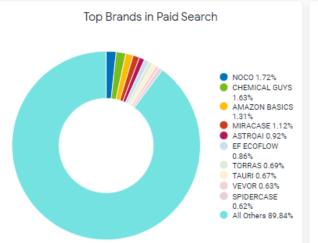
Organic Search Visibility

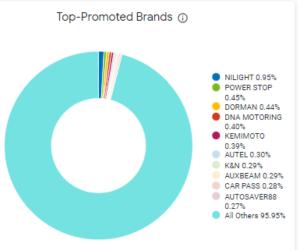
**▼**-24.6%

9,790,763,983 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)



ThisWorx Car Vacuum Cleaner
- Car Accessories - Small 12V
High Power Handheld Portable
Car Vacuum w/Attachments,...
\*\*\*\*\*\*\* × 292,931







#### **Market Share Leaders:**











**Brands Observed** 

12,489

▼ -1% vs Prior Period

Items Observed

57,325

▲ 1% vs Prior Period

Department Summary Keywords Observed

143,065

▲ 65% vs Prior Period

Sponsorship Activity

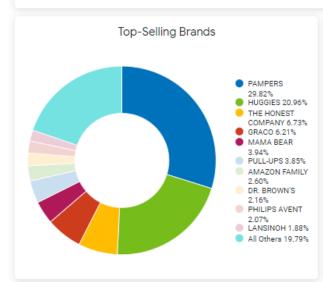
**▼**-3.2%

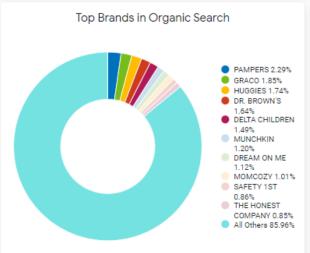
39,545,947 Weekly Average

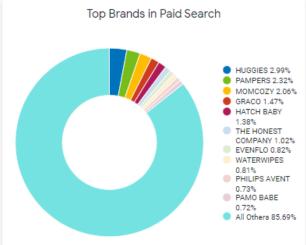
Organic Search Visibility

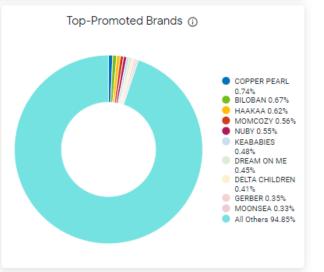
**▼**-19.4%

13,598,160,093 Weekly Average









#### **Top-Selling Items:**



Pampers Swaddlers Diapers Size 5, 132 count - Disposable Diapers

★★★★ ~ 112,975

Huggies Size 1 Diapers, Little
Snugglers Newborn Diapers, Size 1
(8-14 lbs), 198 Count



Pampers Cruisers 360 Diapers Size 5, 128 count - Disposable Diapers

\*\*\* × 20,067



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

4.9 ★ ~ (5,002)



Pampers Pure Protection
Diapers Size 5, 132 count Disposable Diapers

33,689

. . . . . .

## amazon | Beauty & Personal Care



**Market Share Leaders:** 



**COSRX** 

MIGHTY PATCH



**NUTRAFOL**\*

Brands Observed

20,157

▲ 0% vs Prior Period

Items Observed

86,106

▲ 1% vs Prior Period

Department Summary Keywords Observed

172,405

▲ 62% vs Prior Period

Sponsorship Activity

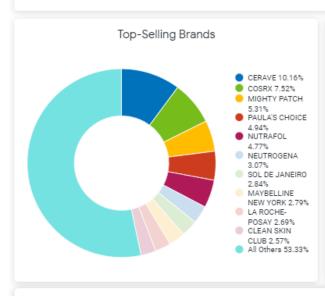
**▼**-6.2%

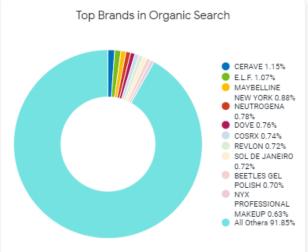
116,428,830 Weekly Average

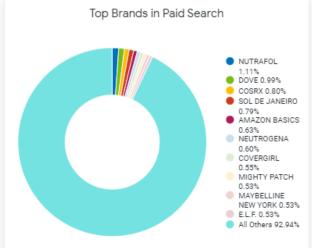
Organic Search Visibility

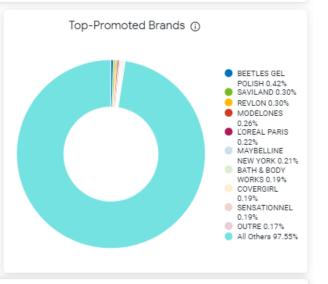
**V**-4.9%

58,387,143,353 Weekly Average





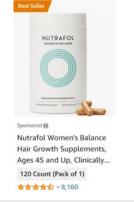




#### **Top-Selling Items:**



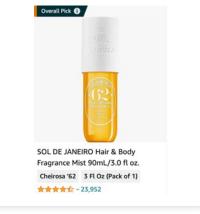






Mighty Patch™ Original patch from Hero Cosmetics -Hydrocolloid Acne Pimple... 36 Piece Assortment

\*\*\* 133,354



## amazon | Camera & Photo



#### **Market Share Leaders:**





#### **HEXEUM**





Brands Observed

3,928

▼-11% vs Prior Period

Items Observed

25,255

▼ -3% vs Prior Period

Department Summary Keywords Observed

37,436

▲ 8% vs Prior Period

Sponsorship Activity

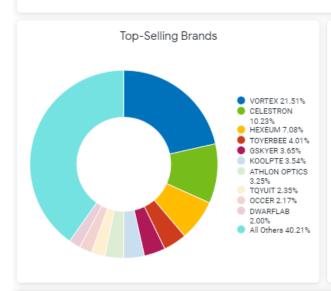
7-27.5%

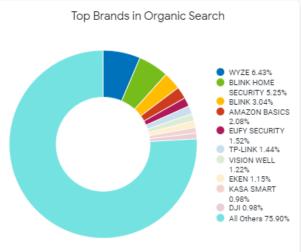
4,732,063 Weekly Average

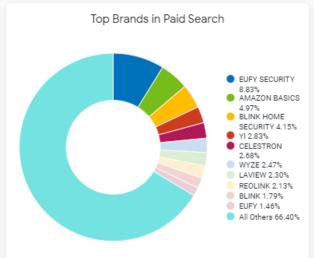
Organic Search Visibility

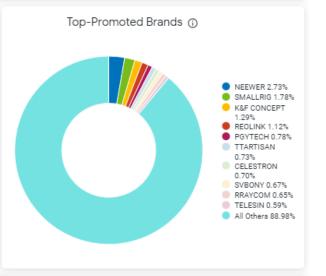
**▼**-17.3%

2,154,999,861 Weekly Average









#### **Top-Selling Items:**



Vortex Optics Diamondback HD Binoculars 10x42

\*\*\* × 2,742



Vortex Optics Crossfire HD Binoculars

\*\*\*\* ~ 7,629



Gskyer Telescope, 70mm Aperture 400mm AZ Mount Astronomical Refracting Telescope for Kids Beginners - Travel Telescope with... \*\*\* ~ 21,544



Telescope 90mm Aperture 900mm - High Precision Adjustment Vertisteel AZ Mount Base, Magnification 45-450x, Wireless...

★★★☆☆~ 2,367



Telescope 80mm Aperture 600mm - Astronomical Portable Refracting, Fully Multi-coated High Transmission Coatings AZ Mount... ★★★★☆~4,702

### amazon | Cell Phones & Accessories



#### **Market Share Leaders:**



Ailun

ANKER





Brands Observed

4,516

▼ -3% vs Prior Period

Items Observed

16,186

▲ 2% vs Prior Period

Department Summary Keywords Observed

55,399

▲ 44% vs Prior Period

Sponsorship Activity

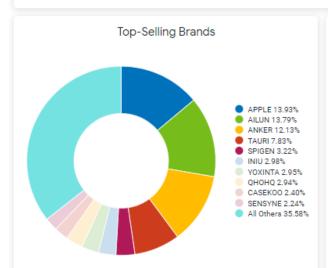
**7** -28.5%

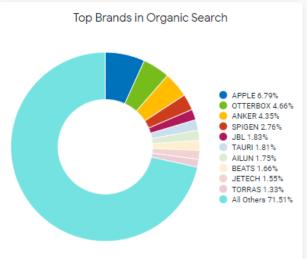
24,310,286 Weekly Average

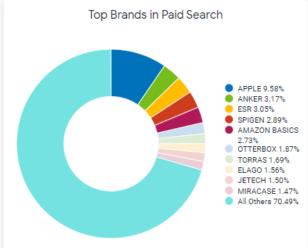
Organic Search Visibility

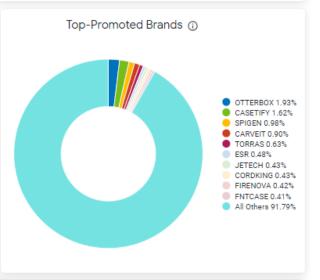
**▼**-21.0%

13,712,974,989 Weekly Average









#### **Top-Selling Items:**





TAURI 5 in 1 for iPhone 15 Pro Case Clear, [Not-Yellowing] with 2X Screen Protector + 2X Camera Lens Protector, [15 FT Military Grade...





Apple 20W USB-C Power Adapter - iPhone Charger with Fast Charging Capability, Type C Wall Charger

★★★★ ~ 197,018



Wireless Charger, 3 in 1 Wireless Charging Station, Fast Wireless Charger Stand for iPhone 15 14 13 12 11 Pro Max XR XS 8 Plus, for...

\*\*\*\* ~ 1,807

## amazon | Clothing, Shoes & Jewelry



#### **Market Share Leaders:**





**Crocs** 

**GILDAN** 

**CONSUSKET** 

Brands Observed

49,462

▲ 7% vs Prior Period

Items Observed

912,863

▲ 4% vs Prior Period

Department Summary Keywords Observed

286,631

▲ 73% vs Prior Period

Sponsorship Activity

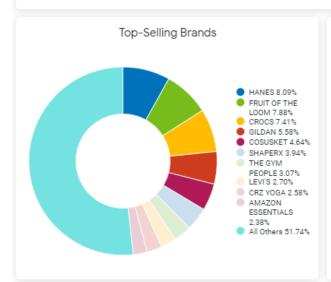
**▲** 7.1%

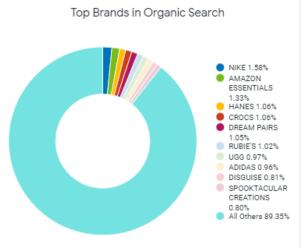
364,483,812 Weekly Average

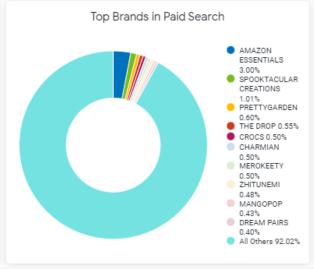
Organic Search Visibility

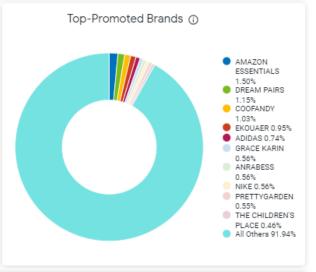
**V**-20.6%

142,200,746,275 Weekly Average



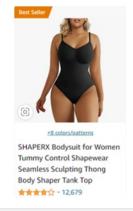






#### **Top-Selling Items:**











## amazon | Computer & Accessories



**Market Share Leaders:** 











Brands Observed

7,176

▼ -4% vs Prior Period

Items Observed

39,448

▼ -2% vs Prior Period

Department Summary Keywords Observed

92,511

▲ 38% vs Prior Period

Sponsorship Activity

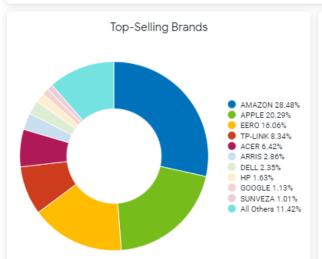
**▼**-21.3%

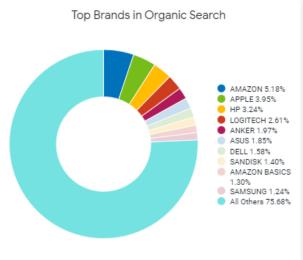
26,779,172 Weekly Average

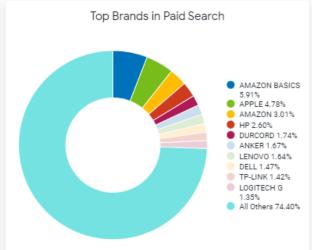
Organic Search Visibility

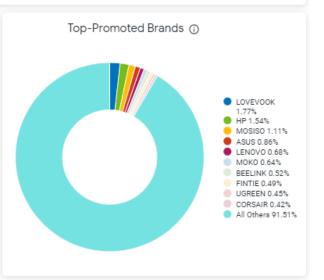
**V**-26.8%

11,972,618,525 Weekly Average









#### **Top-Selling Items:**



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... 大大大大・3,408



Amazon Fire Max 11 tablet, our most powerful tablet yet, vivid 11" display, octa-core processor, 4 GB RAM, 14-hour battery life, 64 GB, Gray



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

\*\*\*\* × 4,690





#### **Market Share Leaders:**







#### INSIGNIA



Brands Observed

15,913

▼ -4% vs Prior Period

Items Observed

81,868

▼-3% vs Prior Period

Department Summary Keywords Observed

174,684

▲ 46% vs Prior Period

Sponsorship Activity

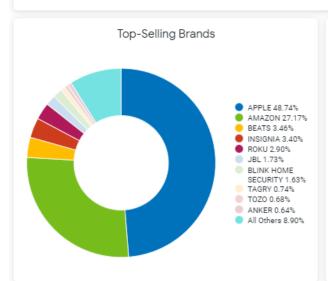
**▼**-20.8%

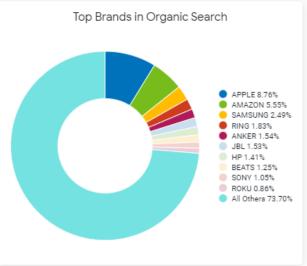
73,320,849 Weekly Average

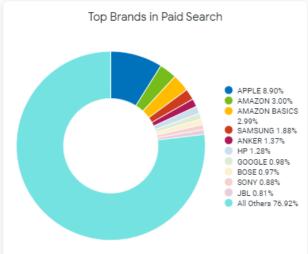
Organic Search Visibility

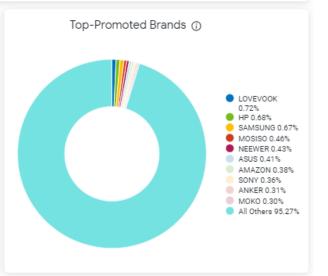
**▼**-21.3%

39,073,475,070 Weekly Average









#### **Top-Selling Items:**





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... 文文文文文 < 42,729







## amazon | Grocery & Gourmet Food



**Market Share Leaders:** 

NESPRESSO.









Brands Observed

22,286

▼ -4% vs Prior Period

Items Observed

138,148

▼ -2% vs Prior Period

Department Summary Keywords Observed

138,747

▲ 66% vs Prior Period

Sponsorship Activity

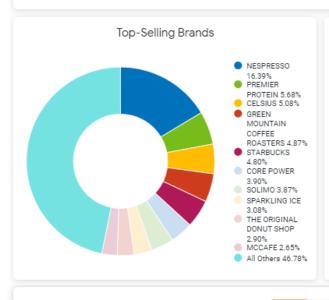
**▲**47.0%

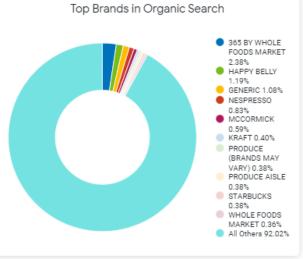
173,002,186 Weekly Average

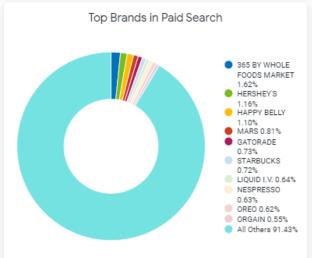
Organic Search Visibility

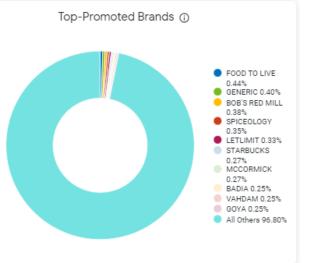
**▼**-28.2%

41,378,461,677 Weekly Average









#### **Top-Selling Items:**











## amazon | Health & Household



#### **Market Share Leaders:**









VITAL PROTEINS®

Brands Observed

33,350

▲ 1% vs Prior Period

Items Observed

148,057

▲ 1% vs Prior Period

Department Summary Keywords Observed

241,329

▲ 53% vs Prior Period

Sponsorship Activity

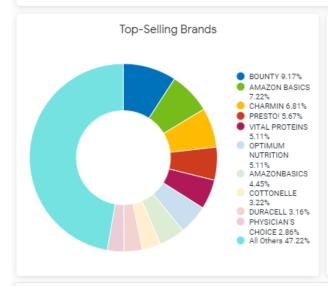
**▼**-8.4%

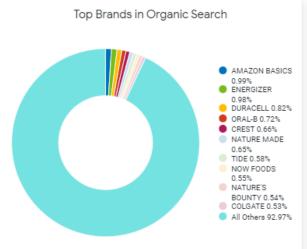
132,907,474 Weekly Average

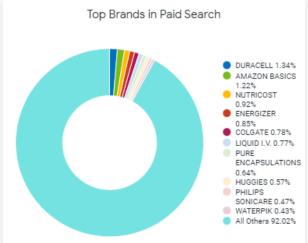
Organic Search Visibility

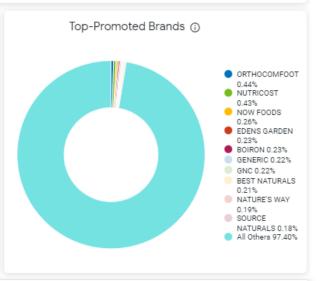
**▼**-13.1%

63,652,843,779 Weekly Average









#### **Top-Selling Items:**



Bounty Quick-Size Paper Towels, White, 16 Family Rolls = 40 Regular Rolls

2 Count (Pack of 8)

★★★★ ~ 249,574





Bounty Quick Size Paper Towels, White, 8 Family Rolls = 20 Regular Rolls 8 Count (Pack of 1)

4.8 ★★★★★~



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

\*\*\*\* ~ 59,301



## amazon | Home & Kitchen



**Market Share Leaders:** 

STANLEY





**Bedsure**®



Brands Observed

45,073

▲ 3% vs Prior Period

Items Observed

220,337

▲ 0% vs Prior Period

Department Summary Keywords Observed

354,635

▲ 67% vs Prior Period

Sponsorship Activity

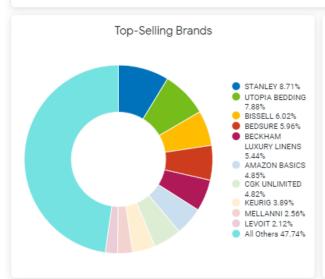
**▼**-5.7%

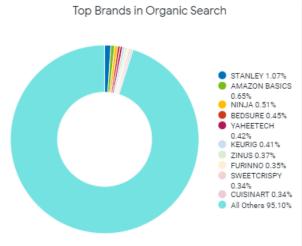
247,938,656 Weekly Average

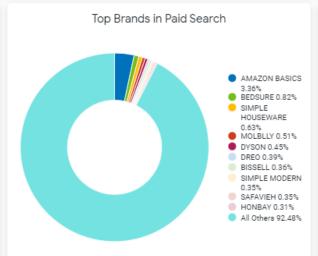
Organic Search Visibility

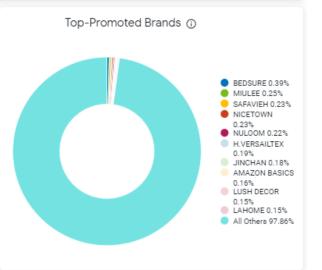
**▼**-15.9%

102,788,502,075 Weekly Average









#### **Top-Selling Items:**



BISSELL Little Green Multi-Purpose Portable Carpet and Upholstery Cleaner, Car and Auto Detailer, with Exclusive Specialty...



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





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



Mellanni Queen Sheet Set - 4 PC Iconic Collection Bedding Sheets & Pillowcases - Hotel Luxury, Extra Soft, Cooling Bed Sheets - Deep...

## amazon | Kitchen & Dining



#### **Market Share Leaders:**



NINJA

simple MODERN

CAROTE



Brands Observed

31,092

▼ -4% vs Prior Period

Items Observed

135,692

▼-4% vs Prior Period

Department Summary Keywords Observed

176,577

▲ 57% vs Prior Period

Sponsorship Activity

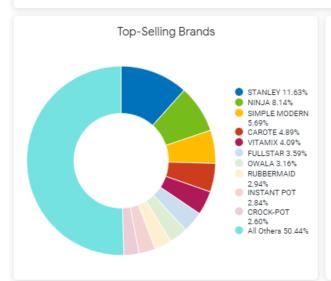
**▼**-16.5%

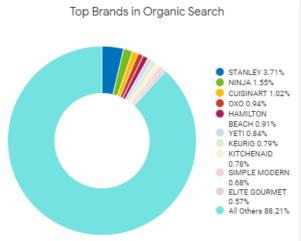
70,939,568 Weekly Average

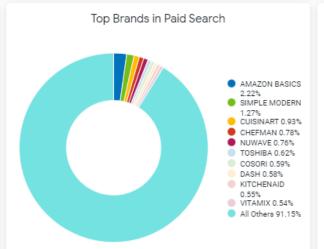
Organic Search Visibility

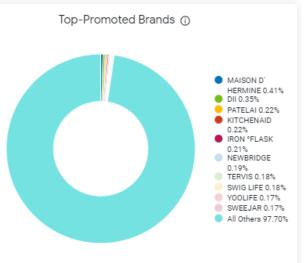
**▼**-17.0%

29,586,374,797 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



Simple Modern 40 oz Tumbler with Handle and Straw Lid | Insulated Cup Reusable Stainless Steel Water Bottle Travel Mug...



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

\*\*\*\* ~ 91,338



Vitamix 5200 Blender, Professional-Grade, Container, Self-Cleaning 64 oz, Black/Grey

★★★★☆~7,039

## amazon | Office Products



#### **Market Share Leaders:**



amazonbasics

HAMMERMILL.





Brands Observed

18,887

▼ -1% vs Prior Period

Items Observed

100,311

▲ 1% vs Prior Period

Department Summary Keywords Observed

182,010

▲ 66% vs Prior Period

Sponsorship Activity

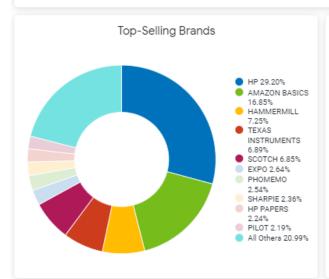
**▼**-7.3%

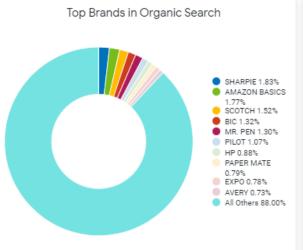
69,430,781 Weekly Average

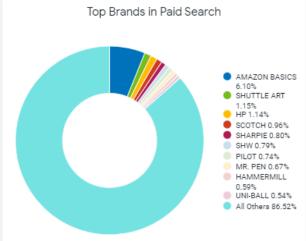
Organic Search Visibility

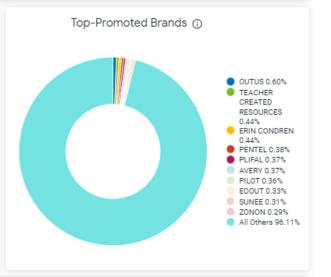
**▼**-21.3%

17,948,132,188 Weekly Average









#### **Top-Selling Items:**









HP 67 Black/Tri-color Ink
Cartridges (2 Count - Pack of 1) |
Works with HP DeskJet 1255,
2700, 4100 Series, HP ENVY 600...



HP 67XL Black High-yield Ink Cartridge | Works with HP DeskJet 1255, 2700, 4100 Series, HP ENVY 6000, 6400 Series | Eligible for...

### amazon | Patio, Lawn & Garden



**Market Share Leaders:** 









**GENERIC** 

**Brands Observed** 

29,521

▲ 0% vs Prior Period

Items Observed

146,289

▲ 1% vs Prior Period

Department Summary Keywords Observed

158,802

▲ 50% vs Prior Period

Sponsorship Activity

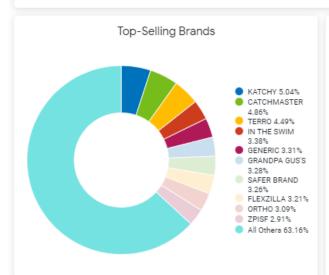
**▼**-9.2%

48,073,060 Weekly Average

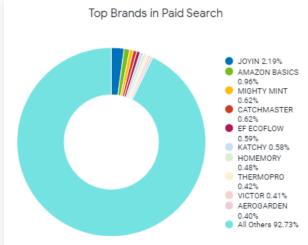
Organic Search Visibility

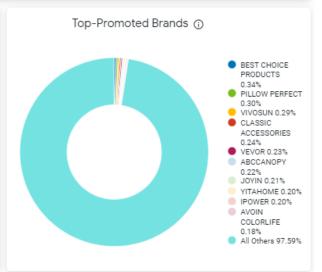
**▼**-19.2%

15,446,182,444 Weekly Average









#### **Top-Selling Items:**



Katchy Indoor Insect Trap Catcher & Killer for Mosquitos,
Gnats, Moths, Fruit Flies - NonZapper Traps for Inside Your Ho...
★★★☆~ 108,807









## amazon | Pet Supplies



#### **Market Share Leaders:**











**Brands Observed** 

18,557

▲ 5% vs Prior Period

Items Observed

101,541

▲ 3% vs Prior Period

Department Summary Keywords Observed

91,368

▲ 59% vs Prior Period

Sponsorship Activity

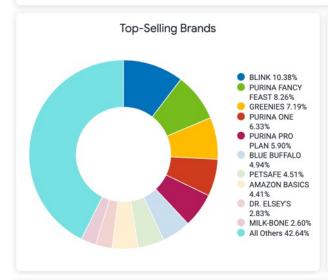
**▼**-11.7%

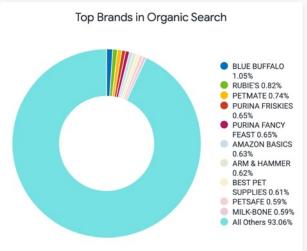
43,929,319 Weekly Average

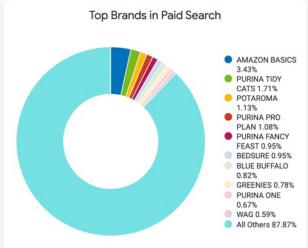
Organic Search Visibility

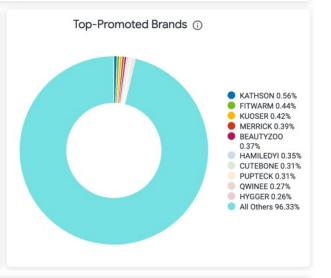
**▼**-19.7%

16,101,232,966 Weekly Average









#### **Top-Selling Items:**











Fancy Feast Poultry and Beef Feast Classic Pate Collection Grain Free Wet Cat Food Variety Pack - (30) 3 oz. Cans

★★★☆☆~70,128



PetSafe ScoopFree Crystal Litter Tray Refills, Premium Blue Crystals, 3-Pack, Disposable Tray, Includes Leak Protection & Low...

★★★★☆~37,719





#### **Market Share Leaders:**











**Brands Observed** 

627

▼-11% vs Prior Period

Items Observed

5,794

▼-9% vs Prior Period

Department Summary Keywords Observed

10,646

▲ 50% vs Prior Period

Sponsorship Activity

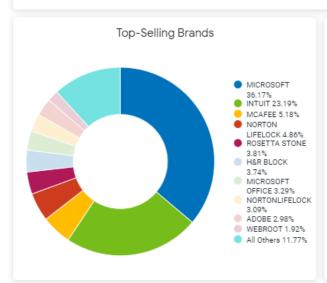
**▼**-17.5%

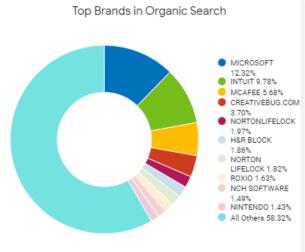
174,979 Weekly Average

Organic Search Visibility

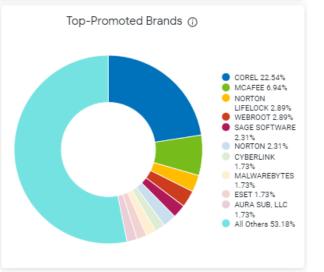
**V**-20.8%

67,079,943 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







Microsoft OEM System Builder | Windows 11 Pro | Intended use fo new systems | Authorized by Microsoft Dec 1, 2021

\*\*\*\*\* ~ 687



## amazon | Sports & Outdoors



**Market Share Leaders:** 











Brands Observed

53,390

▲ 0% vs Prior Period

Items Observed

532,647

▼ -2% vs Prior Period

Department Summary
Keywords Observed

281,946

▲ 63% vs Prior Period

Sponsorship Activity

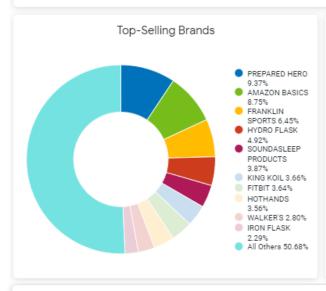
**▼**-12.0%

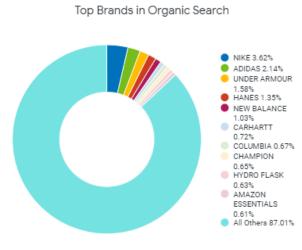
91,489,412 Weekly Average

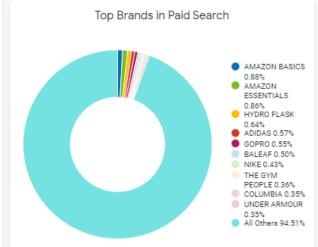
Organic Search Visibility

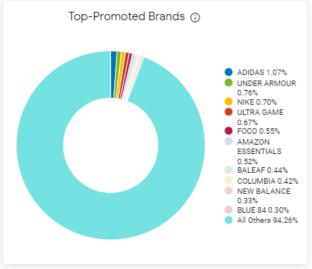
**▼**-26.1%

35,509,992,021 Weekly Average









#### **Top-Selling Items:**



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

Red \*\*\* \* 2,782





Amazon Basics Easy Grip Workout
Dumbbell, Neoprene Coated,
Various Sets and Weights available



SoundAsleep Dream Series Luxury Air Mattress with ComfortCoil Technology & Built-in High Capacity Pump for Home & Camping- Doubl...

\*\*\*\*\* ~ 56,689



King Koil Luxury Air Mattress Queen with Built-in Pump for Home, 20" Queen Size Inflatable Airbed Luxury Double High Adjustable Blow Up...

## amazon | Tools & Home Improvement



**Market Share Leaders:** 

ring

everydrop\*







**Brands Observed** 

41,785

▼ -1% vs Prior Period

Items Observed

262,806

▼-1% vs Prior Period

Department Summary Keywords Observed

248,766

▲ 52% vs Prior Period

Sponsorship Activity

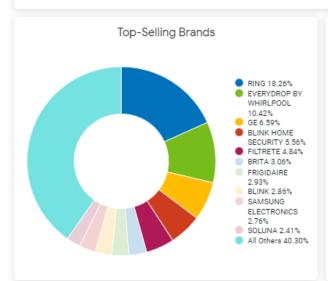
**▼**-4.1%

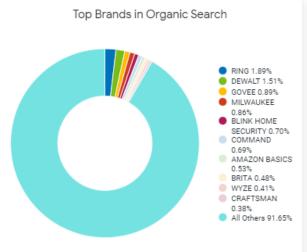
96,743,787 Weekly Average

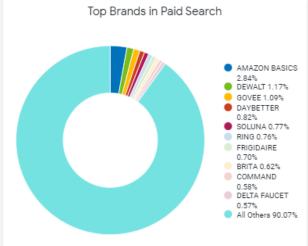
Organic Search Visibility

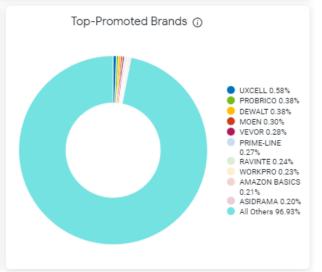
**▼**-19.4%

30,913,381,492 Weekly Average









#### **Top-Selling Items:**











\*\*\*\* ~ 50,250

## amazon | Toys & Games



#### **Market Share Leaders:**











Brands Observed

21,839

▲ 0% vs Prior Period

Items Observed

114,393

▲ 7% vs Prior Period

Department Summary Keywords Observed

227,100

▲ 69% vs Prior Period

Sponsorship Activity

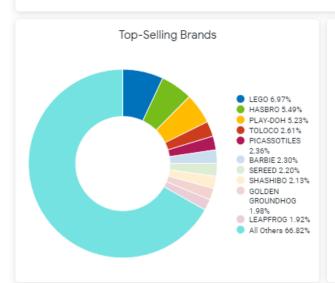
**▲**31.1%

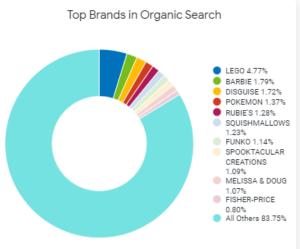
211,746,591 Weekly Average

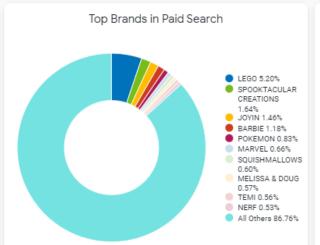
Organic Search Visibility

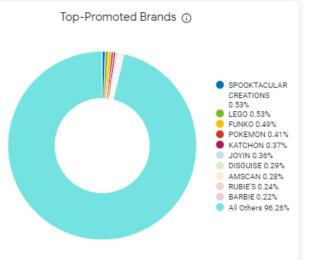
**▼**-22.5%

45,643,561,033 Weekly Average









#### **Top-Selling Items:**



\*\*\*\* ~ 486









Play-Doh Bulk Handout 42 Pack of 1-Ounce Modeling Compound, Party Favors, Perfect Holiday Gifts or Christmas Stocking Stuffers fo...



Ultra Rare Starter Bundle | 100+ Authentic Cards | 1x Ultra Rare Guaranteed | Legendary, VSTAR, VMAX, V, GX, or EX | Plus Bonus 10x... ★★★☆ ~ 2,460



Market Share Leaders: Meta Quest









Brands Observed

5,810

▲ 4% vs Prior Period

Items Observed

40,687

▲ 4% vs Prior Period

Department Summary Keywords Observed

67,049

▲ 65% vs Prior Period

Sponsorship Activity

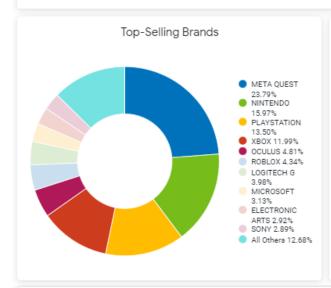
**▼**-21.7%

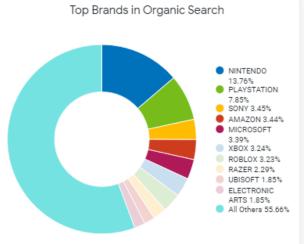
6,117,412 Weekly Average

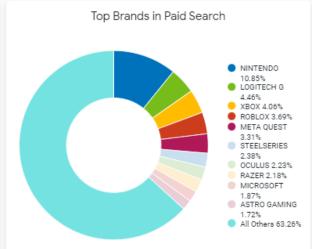
Organic Search Visibility

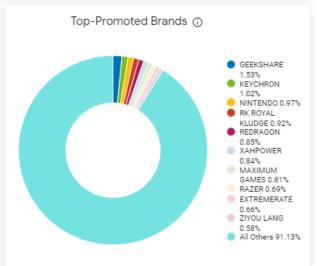
**▼**-21.1%

6,323,733,409 Weekly Average









#### **Top-Selling Items:**



Meta Quest 3 128GB— Breakthrough Mixed Reality — Powerful Performance — Asgard's Wrath 2 Bundle Oct 10, 2023

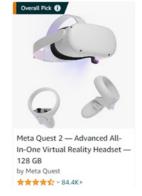
\*\*\*\*\* × 556



Meta Quest 3 512GB—
Breakthrough Mixed Reality —
Powerful Performance — Asgard's
Wrath 2 and Meta Quest+ Bundle
Oct 10, 2023

★★★☆ 556







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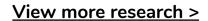


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