

# Department Performance Report

NOVEMBER 2023



Arts, Crafts, Sewing



Auto, Tires and Industrial



Baby



Beauty



Clothing



Electronics



Food & Grocery



Health



Home



Home Improvement



Household Essentials



Office Supplies



Party & Occasions



Patio & Garden



Personal Care



Pets



Premium Beauty



Sports & Outdoors



Toys & Outdoor Play



Video Games



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# **Department Performance Report**

November 2023

# **Report Overview**

This report provides a holistic overview of each major department at Walmart. 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 Walmart. 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 Walmart (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 month (month over month).

### **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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# **Walmart** | Arts, Crafts, Sewing & Party Supplies



### **Market Share Leaders:**











**Brands Observed** 

6,105

▼-3% vs Prior Period

Items Observed

46,798

▼-8% vs Prior Period

Department Summary

Keywords Observed

113,002

▼-3% vs Prior Period

Sponsorship Activity

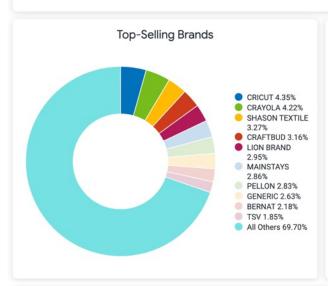
**V**-4.6%

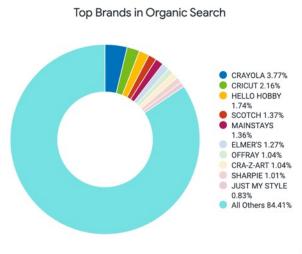
11,234,524 Weekly Average

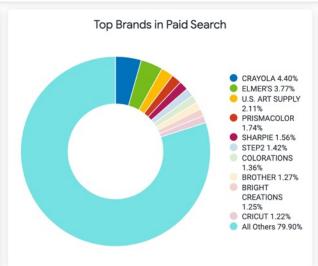
Organic Search Visibility

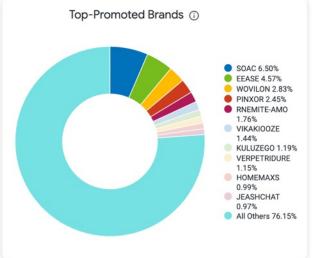
**▲** 7.9%

3,720,533,740 Weekly Average









# **Top-Selling Items:**

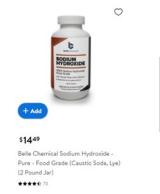


\$5985

Crayola Ultra Clean Washable Markers Classroom, 12 Packs, 10 Assorted Colors, 120 Pieces

\*\*\*\*\*







Now \$ 498 \$10.96

Walmart Custom 5x7 White Soft Cover 0.5lb Photo Book

\*\*\*\*\* 172



# **Walmart** | Auto, Tires & Industrial



### **Market Share Leaders:**











**Brands Observed** 

13,879

▲ 0% vs Prior Period

Items Observed

399,879

▼-11% vs Prior Period

Department Summary Keywords Observed

98,655

▼-22% vs Prior Period

Sponsorship Activity

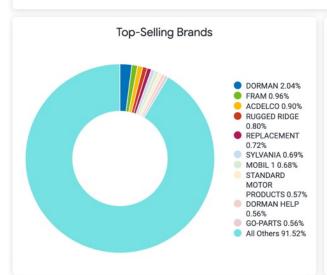
**▼**-11.8%

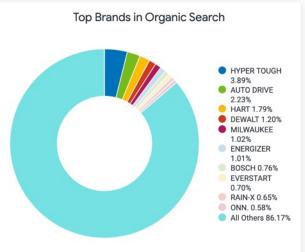
9,515,688 Weekly Average

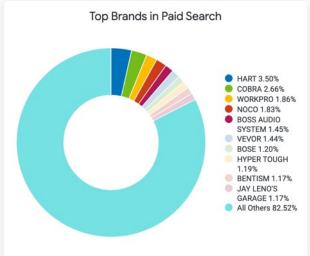
Organic Search Visibility

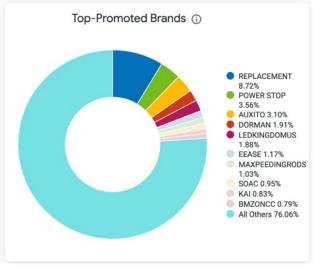
**▲**4.1%

4,021,930,115 Weekly Average





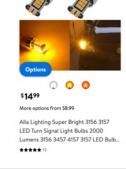




# **Top-Selling Items:**



Now \$2997 \$40.99 18.7 ¢/fi oz Mobil 1 Extended Performance Full Synthetic Motor Oil 0W-20, 5 qt





Now \$ 2797 \$41.99 17.5 ¢/fl oz Mobil 1 Extended Performance Full Synthetic Motor Oil 5W-30, 5 qt



\$ 2797 17.5 c/fl oz

Mobil 1 High Mileage Full Synthetic

Motor Oil 5W-30, 5 qt

\*\*\*\*\* 946



# Walmart | Baby



### **Market Share Leaders:**



GARANIMALS

mompush<sup>®</sup>



**TEAYINGDE** 

**Brands Observed** 

6,969

▼-5% vs Prior Period

Items Observed

53,544

▼-6% vs Prior Period

Department Summary Keywords Observed

161,381

▼-1% vs Prior Period

Sponsorship Activity

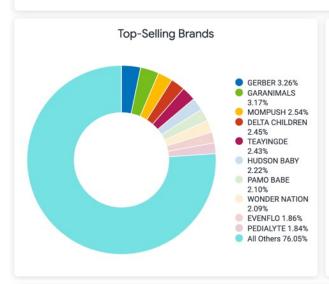
**▲**6.4%

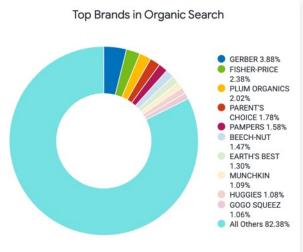
15,119,825 Weekly Average

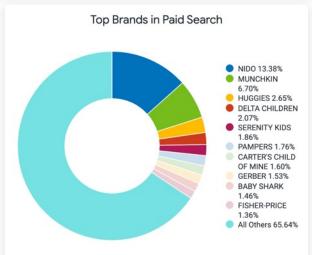
Organic Search Visibility

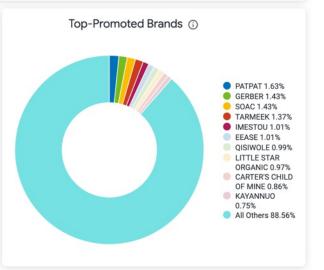
▲ 5.0%

9,262,723,876 Weekly Average









# **Top-Selling Items:**



Mompush Wiz 2-in-1 Baby Stroller with Bassinet Mode, Reversible Seat and Large Canopy, Black, 22.3LB, Unisex









# **Walmart** | Beauty



**Market Share Leaders:** 

NIOXIN.

PAUL MITCHELL

HEAT





**Brands Observed** 

8,885

▼-5% vs Prior Period

Items Observed

73,314

▼-5% vs Prior Period

Department Summary Keywords Observed

113,074

▼-13% vs Prior Period

Sponsorship Activity

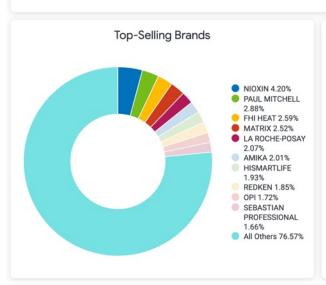


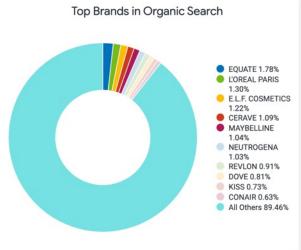
17,697,911 Weekly Average

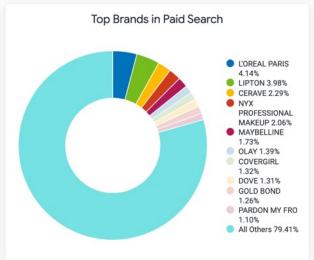
Organic Search Visibility

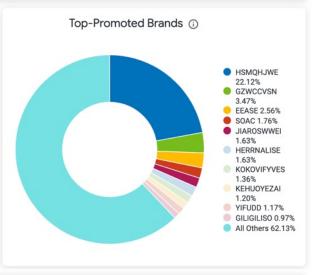


17,797,226,671 Weekly Average

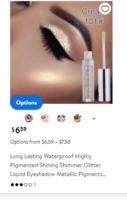


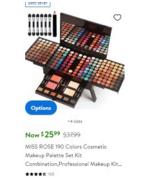






# **Top-Selling Items:**







\$1595
Secret Lift - Instant Face, Neck & Eye Lift Kit Lifting Bands & Tapes (40 Pieces) by CosmeSearch



\$2699
Remixidil 5% Minoxidil Foam | Hair
Regrowth Treatment for Women
\*\*\*\*



Paul Mitchell Tea Tree Special Conditioner 33.8 oz ★★★☆ 29

# **Walmart** | Clothing, Shoes & Accessories



### **Market Share Leaders:**









cate & chloe

**Brands Observed** 

16,128

▼-6% vs Prior Period

Items Observed

268,862

▼ -5% vs Prior Period

Department Summary Keywords Observed

203,202

▼-17% vs Prior Period

Sponsorship Activity

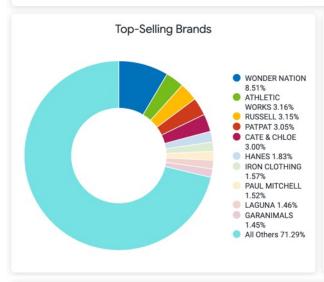
**V**-14.6%

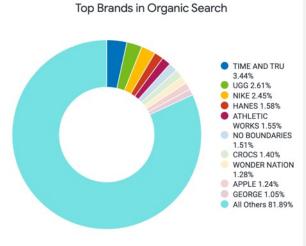
40,618,928 Weekly Average

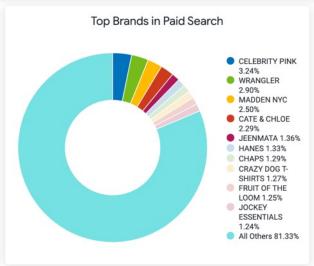
Organic Search Visibility

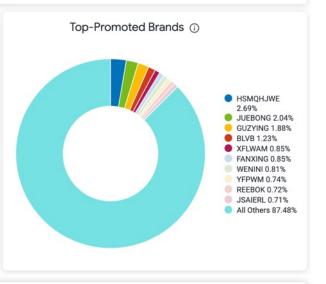
**▲** 4.6%

23,167,526,277 Weekly Average









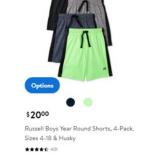
### **Top-Selling Items:**



\$3799 \$150.00

Cate & Chloe Signature Collection
Starla Sterling Silver Earnings | 18k

White Gold Stud Earrings, 925 Sterling...









# **Walmart** | Electronics



### **Market Share Leaders:**







# SAMSUNG



**Brands Observed** 

10,427

▼-8% vs Prior Period

Items Observed

118,303

▼-15% vs Prior Period

Department Summary Keywords Observed

105,589

▼-12% vs Prior Period

Sponsorship Activity

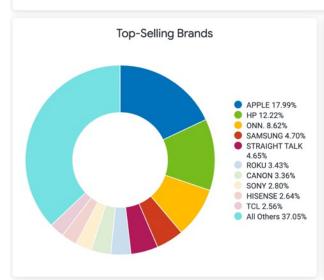
**V**-12.4%

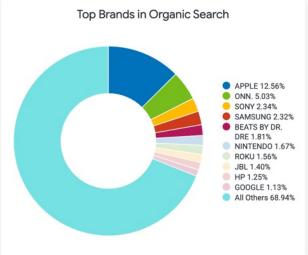
22,208,403 Weekly Average

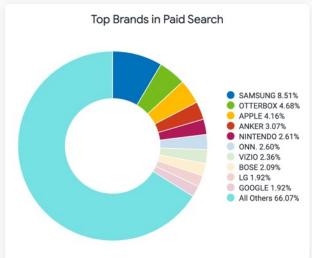
Organic Search Visibility

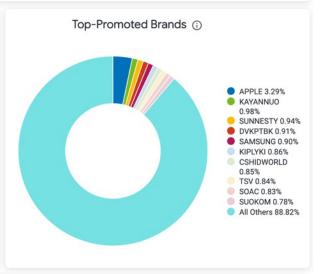
▲ 25.2%

17,255,717,829 Weekly Average









# **Top-Selling Items:**



\$19900 \$249.00
Apple AirPods Pro (2nd Generation) - Lightning

Now \$ 9900 \$129.00
Apple AirPods with Charging Case (2nd Generation)



+ Add

Now \$ 268°0 \$298.00
Hisense 58° Class 4K UHD LED LCD
Roku Smart TV HDR R6 Series 58R6E3



+ Add

\$9800 onn, 32 Class HD (720P) LED Roku Smart TV (100012589) ) 2 5



# **Walmart** | Food & Grocery



### **Market Share Leaders:**



Produce Unbranded







**Brands Observed** 

11,033

▼-5% vs Prior Period

Items Observed

120,526

▼-2% vs Prior Period

Department Summary
Keywords Observed

108,997

▼-11% vs Prior Period

Sponsorship Activity

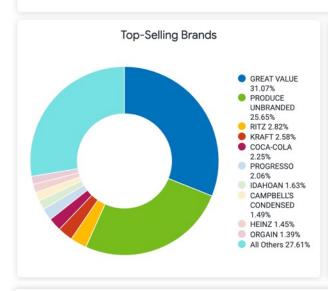
**▲** 22.3%

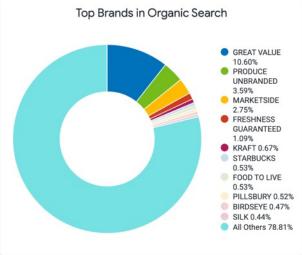
36,638,133 Weekly Average

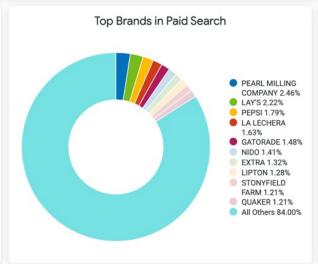
Organic Search Visibility

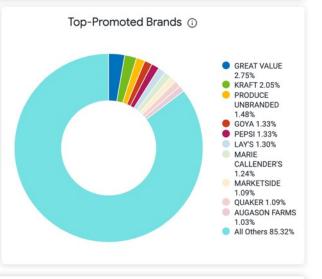
▲5.3%

142,884,098,553 Weekly Average









# **Top-Selling Items:**







\$ 3<sup>58</sup> 11.2 ¢/oz Great Value Taters, Seasoned, Shredded Potatoes, 32 oz Bag (Frozen)



\$146 13.3 ¢/oz Great Value Hamburger Buns, 8 Count, 11 oz



Fresh Green Onions Bunch, Each

# Walmart | Health



# **Market Share Leaders:**







**Nutri**system<sup>®</sup>

**MaxKare** 

**Brands Observed** 

11,457

▼-6% vs Prior Period

Items Observed

84,470

▼-6% vs Prior Period

Department Summary Keywords Observed

180,806

▼-6% vs Prior Period

Sponsorship Activity

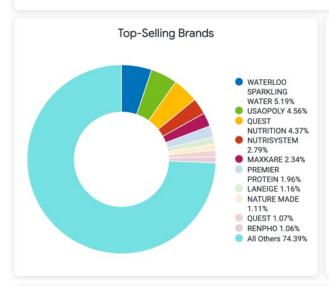
4.0%

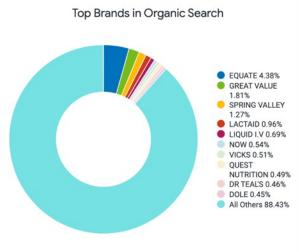
24,084,858 Weekly Average

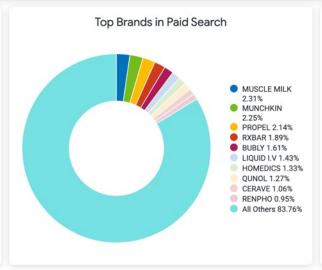
Organic Search Visibility

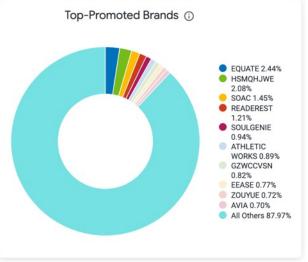
**▲** 1.2%

24,407,364,744 Weekly Average



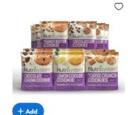






### **Top-Selling Items:**







Nutrisystem Cookie Variety Pack, Shelf Stable, Support Weight Loss, 12 Pack





\$1776 \$1.09/oz
(2 pack) Quest Protein Cookies, High
Protein, Peanut Butter Chocolate Chip,
4 Ct
\*\*\*\*\*







\$1598 66.6 c/ea Waterloo Sparkling Water, Pineapple, 12 fl oz, 24 Pack Cans \*本章章 14





\$2698 \$2.25/ea

Nutrisystem Breakfast Muffin Variety Bundle, Blueberry & Double Chocolate, 7g Protein, 12 Count Box

0

# **Walmart** | Home, Furniture & Appliances



### **Market Share Leaders:**



Better Homes & Gardens.







**Brands Observed** 

24,424

▼-2% vs Prior Period

Items Observed

323,116

▼-6% vs Prior Period

Department Summary Keywords Observed

310,206

▼-9% vs Prior Period

Sponsorship Activity

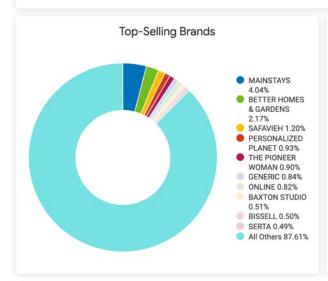
5.6%

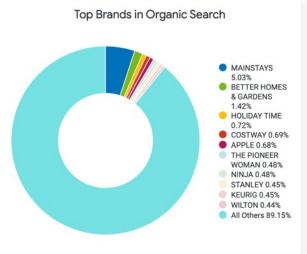
49,361,809 Weekly Average

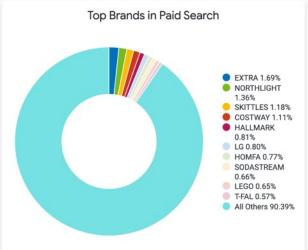
Organic Search Visibility

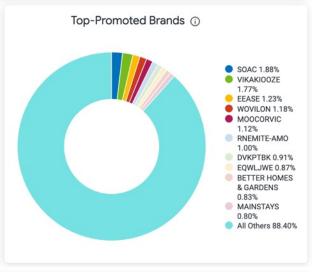
**▲** 14.8%

39,840,449,579 Weekly Average









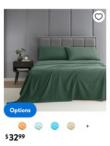
### **Top-Selling Items:**



\$2909

Options from \$29.09 - \$32.95

Personalized Throw - Woven Block Font



Nestl Bed Sheets Set, 1800 Series Soft Microfiber 16 Inches Deep Pocket 4 Piece Queen Sheet Set, Hunter Green \*\*\*\* 5709



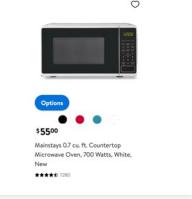
\$3448

Your Zone Gamer 5 Piece Glow In the Dark Comforter Set with Bonus String Light, Twin

\*\*\*\* 340



Mainstays Ultra Soft High Quality Microfiber Bed Sheet Set, King, Red Sedona, 4 Piece \*\*\*\* 13128



# **Walmart** | Home Improvement



**Market Share Leaders:** 











**Brands Observed** 

17,529

▼-3% vs Prior Period

Items Observed

181,275

▼-5% vs Prior Period

Department Summary Keywords Observed

145,481

▼-18% vs Prior Period

Sponsorship Activity

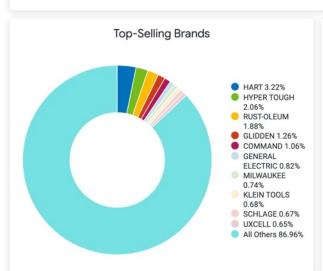
**7** -3.7%

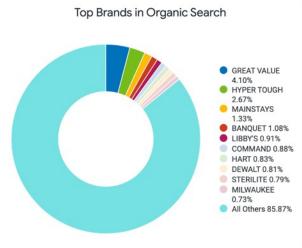
18,149,194 Weekly Average

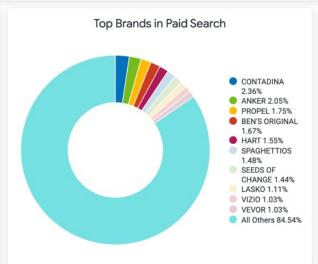
Organic Search Visibility

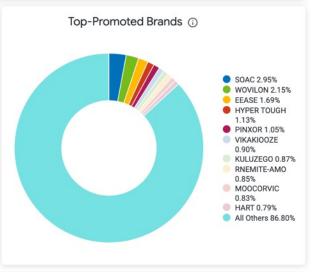
**▲** 4.9%

12,857,504,142 Weekly Average









# **Top-Selling Items:**





Now \$2999 \$59.99 Luckwolf Wireless Doorbell Camera with Chime, Video Doorbell Security Camera with Batteries for Home \*\*\*\* 496



Command Small Wire Toggle Hooks, Damage Free Hanging of Christmas Decorations, 9 Hooks \*\*\*\* 482



Waterpik 6-Mode PowerPulse Therapeutic Massage Showerhead Chrome, XAU-643E \*\*\*\* 922



Roku Wire-Free Video Doorbell & Chime SE (1-Pack) with Motion & Sound Detection - Voice Control

\*\*\*\* 299

# **Walmart** | Household Essentials



### **Market Share Leaders:**











**Brands Observed** 

4,192

▼-14% vs Prior Period

Items Observed

33,767

▼-10% vs Prior Period

**Department Summary** Keywords Observed

42,312

▼-23% vs Prior Period

Sponsorship Activity

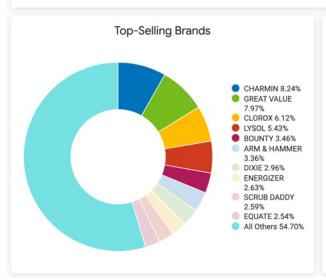
7-11.8%

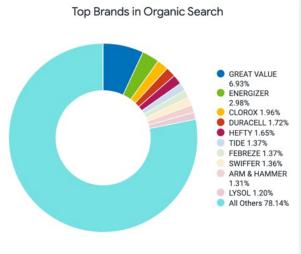
4,531,702 Weekly Average

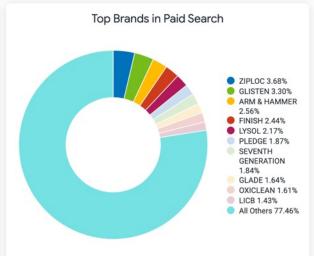
Organic Search Visibility

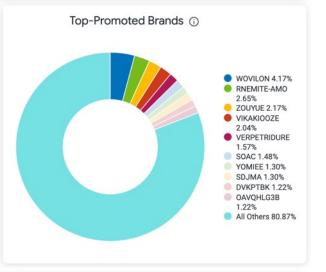
**▼**-5.7%

5,417,338,829 Weekly Average









# **Top-Selling Items:**



\$2218 \$2.05/100 ct Bounty Select-a-Size Paper Towels, 12 Double Rolls, White \*\*\*\* 16002

\$1694 \$2,09/100 ct Bounty Select-a-Size Paper Towels, 6 Triple Rolls, White \*\*\*\* 13178



Now \$388 56:44 Scrub Daddy Scrub Mommy Sponge, Pink, Soft in Warm Water, Firm in Cold. 1 Count \*\*\*\* 1545



\$134 17.9 c/fl oz Dawn Ultra Dish Soap Dishwashing Liquid, Original Scent, 7.50 fl oz \*\*\*\* 19766



Now \$ 497 \$14.00 10.4 c/fl oz Lysol Power Toilet Bowl Cleaner Gel, For Cleaning and Disinfecting, Stain Removal, 24oz (Pack of 2) \*\*\*\* 2974

# **Walmart** | Office Supplies



**Market Share Leaders:** 











**Brands Observed** 

10,946

▼-1% vs Prior Period

Items Observed

112,124

▼-4% vs Prior Period

Department Summary Keywords Observed

155,387

▼-3% vs Prior Period

Sponsorship Activity

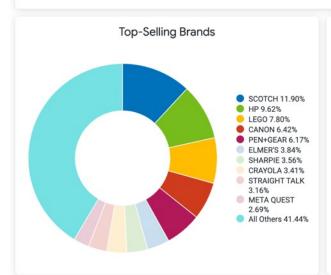
**▼**-4.6%

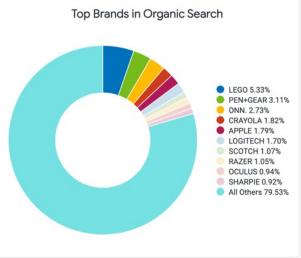
17,383,548 Weekly Average

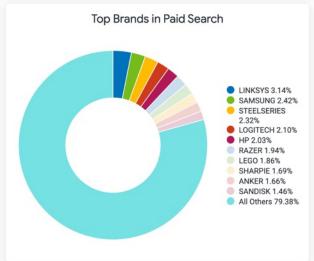
Organic Search Visibility

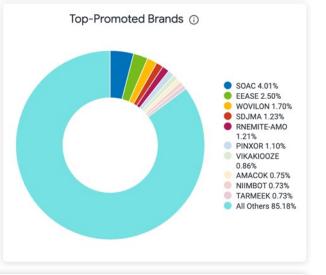
**▲** 17.2%

8,095,978,261 Weekly Average





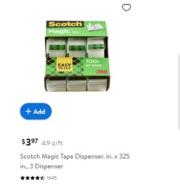


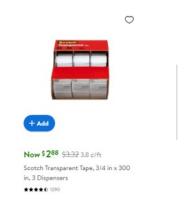


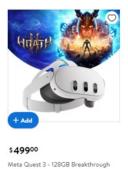
# **Top-Selling Items:**











Meta Quest 3 - 128GB Breakthrough
Mixed Reality Powerful Performance
Asgards Wrath 2 Bundle

\*\*\*\* 316

# **Walmart** | Party & Occasions



**Market Share Leaders: Holiday time** 





JUVALE



**Brands Observed** 

8,170

▼-3% vs Prior Period

Items Observed

109,327

▼-9% vs Prior Period

**Department Summary** 

Keywords Observed

160,943

▼-5% vs Prior Period

Sponsorship Activity

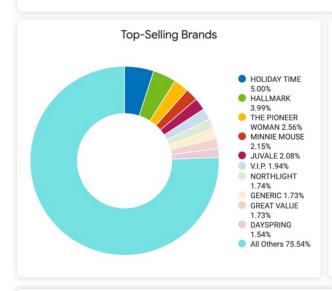
**7**-18.7%

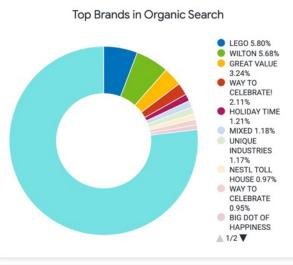
11,855,137 Weekly Average

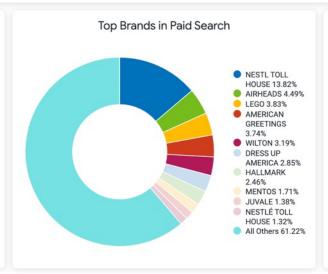
Organic Search Visibility

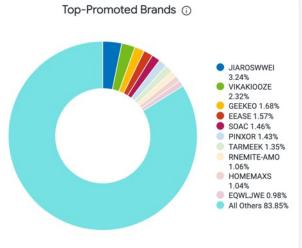
7-29.7%

7,218,721,230 Weekly Average



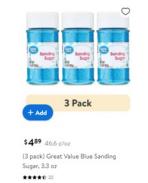






# **Top-Selling Items:**









Icing, 4.25 Oz \*\*\*\*\*



# Walmart | Patio & Garden



### **Market Share Leaders:**











**Brands Observed** 

12,316

▲ 1% vs Prior Period

Items Observed

145,077

▼-5% vs Prior Period

Department Summary Keywords Observed

81,008

▼-19% vs Prior Period

Sponsorship Activity

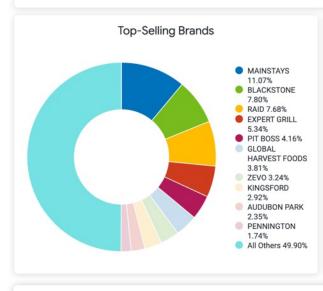
7-11.7%

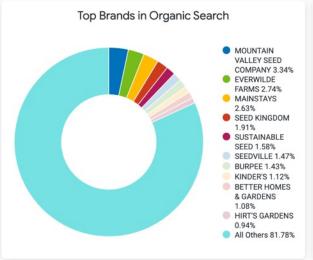
7,740,845 Weekly Average

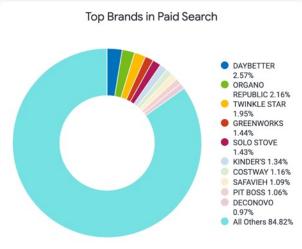
Organic Search Visibility

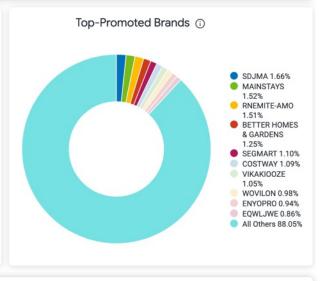
**▲** 1.5%

5,476,756,712 Weekly Average







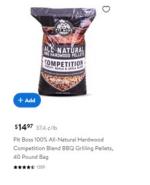


# **Top-Selling Items:**





\$29700 Blackstone 4-Burner 36" Griddle Cooking Station with Hard Cover \*\*\*\* 5202





Mainstays 6 Foot Bi-Fold Plastic Folding Table, Black



# **Walmart** | Personal Care



**Market Share Leaders:** 











**Brands Observed** 

6,945

▲ 0% vs Prior Period

Items Observed

56,565

▲ 4% vs Prior Period

**Department Summary** Keywords Observed

72,538

▼-9% vs Prior Period

Sponsorship Activity

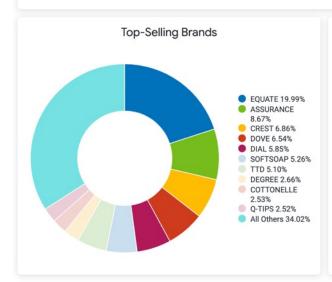
**▲** 16.7%

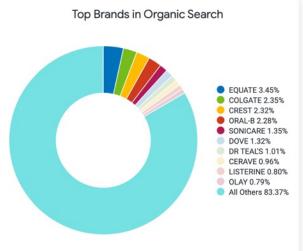
11,350,745 Weekly Average

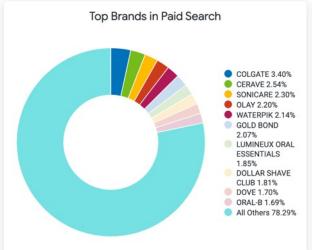
Organic Search Visibility

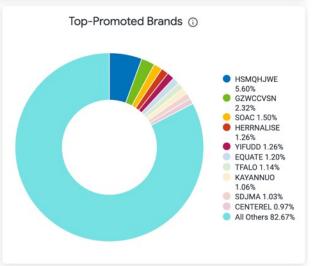
**▲** 22.6%

11,801,278,706 Weekly Average









# **Top-Selling Items:**



\$698 2.9 ¢/100 ct

Equate Fresh Scent Flushable Wipes, 5 Resealable Packs (240 Total Wipes)

\*\*\*\* 22386



\$924 59.2 ¢/oz

Crest Premium Plus Scope Outlast Toothpaste, Long Lasting Mint Flavor 5.2 oz, Pack of 3 \*\*\*\* 1285

\$1767

Assurance Unisex Premium Quilted Underpad, Maximum Absorbency, XL (30 Count)

Assurance

\*\*\*\* 6050



\$597 \$7.46/100 ct

Equate Beauty Makeup Remover Cleansing Towelettes, 40 Count, 2 Pack

\*\*\*\*\* 3823



Q-tips Cotton Swabs 750 ea

\*\*\*\* 3199



### **Market Share Leaders:**







DR.ELSEY'S°



**Brands Observed** 

8,016

▲ 6% vs Prior Period

Items Observed

73,266

▲ 15% vs Prior Period

Department Summary
Keywords Observed

49,016

▼-18% vs Prior Period

Sponsorship Activity

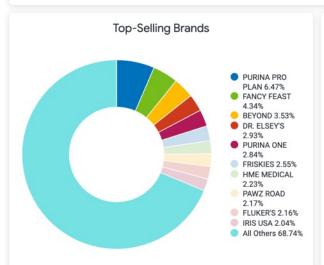
**▼**-13.1%

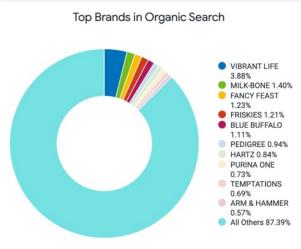
9,897,685 Weekly Average

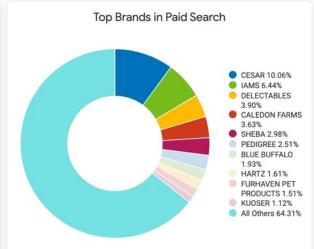
Organic Search Visibility

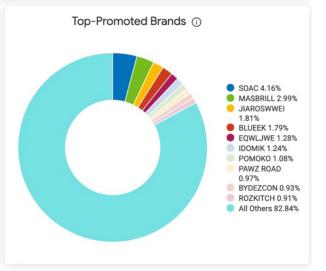
**V**-10.0%

4,883,150,881 Weekly Average









# **Top-Selling Items:**



\$2200 14.7 ¢/oz

Purina Beyond Support Immune Health Wet Dog Food Turkey Green Bean, 12.5 oz Cans (12 Pack)

\*\*\*\* 126





\$1466 \$13.33/oz

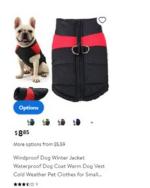
Purina Friskies Lil Gravies Roasted

Chicken Flavor Gravy Wet Cat Food for

Adult, 1.1 oz. Pouch (16 Count)



\$1759 88.0 c/lb
Dr. Elsey's Precious Cat Kitten Attract
Clumping Clay Cat Litter, 20lb Box
\*\*\*\*\* 78



# **Walmart** | Premium Beauty



**Market Share Leaders:** 











**Brands Observed** 

459

▼-6% vs Prior Period

Items Observed

2,505

▼ -13% vs Prior Period

Department Summary

Keywords Observed

19,874

▼ -24% vs Prior Period

Sponsorship Activity

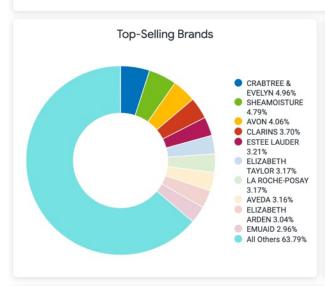
**▼**-2.2%

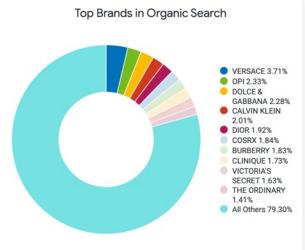
708,204 Weekly Average

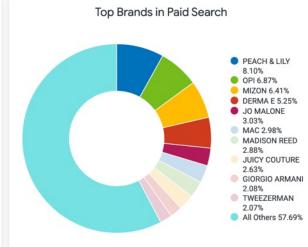
Organic Search Visibility

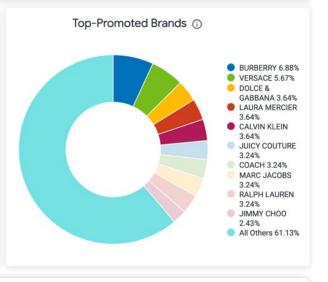
**▲** 7.0%

1,612,319,492 Weekly Average

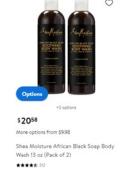






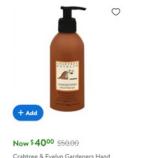


# **Top-Selling Items:**





\*\*\*\*\* 76







**Now** \$ **34** 96 \$ 63.50 Elemis Musclease Active Body Oil 3.4 oz ★★★★ 87



\$3580 La Roche-Posay Lipikar AP+ Triple Repair Moisturizing Cream 13.52 fl oz. (400ml)

\*\*\*\* 35

# **Walmart** | Sports & Outdoors



### **Market Share Leaders:**











**Brands Observed** 

19,416

▼-1% vs Prior Period

Items Observed

224,203

▼-3% vs Prior Period

Department Summary
Keywords Observed

178,666

▼-16% vs Prior Period

Sponsorship Activity

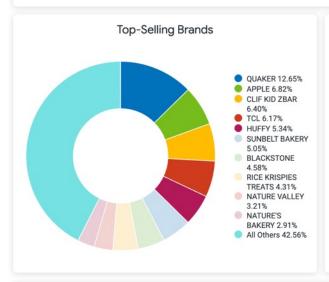
**V**-4.3%

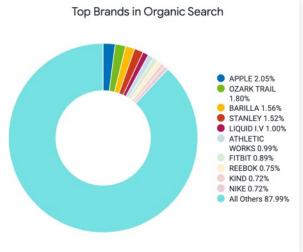
15,400,427 Weekly Average

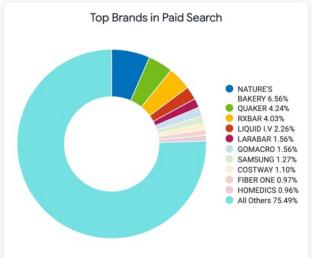
Organic Search Visibility

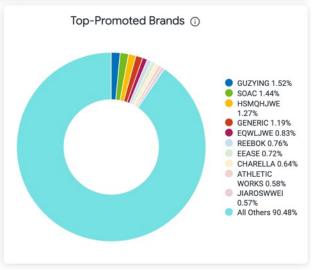
**▲**9.2%

11,584,531,406 Weekly Average









# **Top-Selling Items:**

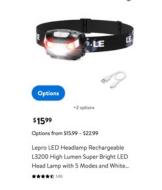


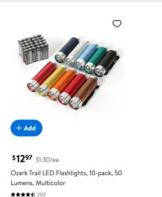
\$9800

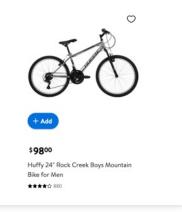
Huffy 24" Rock Creek Girls Mountain Bike for Women, Purple Lilac

★★★☆ 946









# **Walmart** | Toys & Outdoor Play



### **Market Share Leaders:**











**Brands Observed** 

12,239

▼-3% vs Prior Period

Items Observed

116,139

▼ -4% vs Prior Period

Department Summary

Keywords Observed

201,480

▲ 1% vs Prior Period

Sponsorship Activity

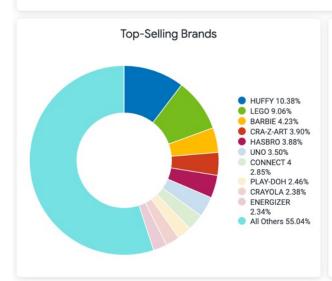
▲8.8%

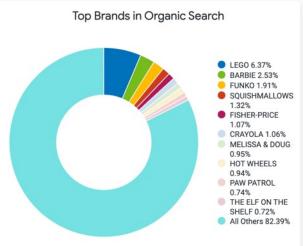
35,878,010 Weekly Average

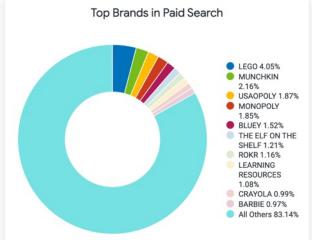
Organic Search Visibility

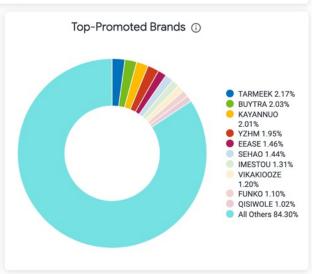
▲ 32.5%

15,581,957,755 Weekly Average









# **Top-Selling Items:**



Now \$899 \$11.99

Connect 4 Classic Grid Board Game, 4 in a Row Game for Kids, 2 Player Strategy Board Games, Ages 6+ \*\*\*\*\*\* 13%



Now \$ 997 \$11.99

Hasbro Trouble Board Game, Board Game for 2 to 4 Players, for Kids Ages 5 and Up

\*\*\*\* 1068



\$49900

\*\*\*\* 316

Meta Quest 3 - 128GB Breakthrough Mixed Reality Powerful Performance Asgards Wrath 2 Bundle + Add

Now \$12900 \$179.00

Barbie Dreamhouse, 75+ Pieces, Pool
Party Doll House with 3 Story Slide



Now \$5800 \$78.00 Huffy 20 in. Rock It Kids Bike for Boys Ages 5 and up, Child, Royal Blue

\*\*\*☆☆ 2186

# **Walmart** | Video Games



**Market Share Leaders:** 





SONY





**Brands Observed** 

2,358

▲ 4% vs Prior Period

Items Observed

33,881

▲ 8% vs Prior Period

Department Summary Keywords Observed

48,806

▼-17% vs Prior Period

Sponsorship Activity

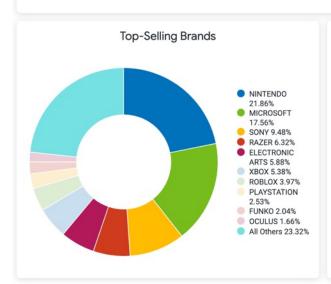
**▼**-11.2%

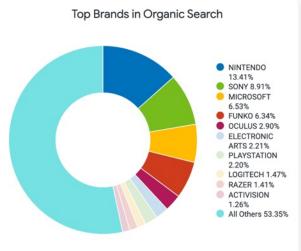
3,426,906 Weekly Average

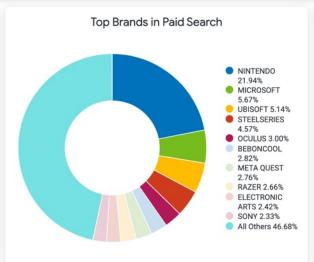
Organic Search Visibility

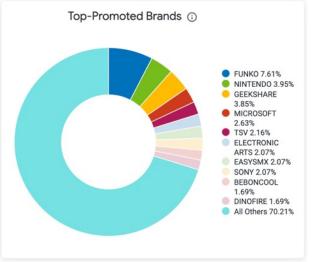
▲ 56.0%

4,027,529,961 Weekly Average









**Top-Selling Items:** 



0

+ Add

\$10000

Razer Gold \$100 Gift Card - [Digital]
★★★☆ 278

+ Add

0

Now \$49900 \$559.00

PlayStation 5 Disc Console Slim - Call o

Duty Modern Warfare III Bundle

\*\*\*\*\*: 764



\$5988 Super Mario Bros. Wond

Super Mario Bros. Wonder - Nintendo Switch - U.S. Edition



+2 options

\$3497 Options from \$34.97 - \$69.88 Madden NFL 24 - PlayStation 5

\*\*\*\*: 640



\$47999

Sony PlayStation 5 (PS5) Video Game Console

\*\*\*\* 3307

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