

# Department Performance Report

DECEMBER 2023



Arts, Crafts, Sewing



Auto, Tires and Industrial



Baby



Beauty



Electronics



Food & Grocery



Health



Clothing

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**

December 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

▲ 7% vs Prior Period

Items Observed

54,515

▲ 16% vs Prior Period

Department Summary

Keywords Observed

125,814

▲ 11% vs Prior Period

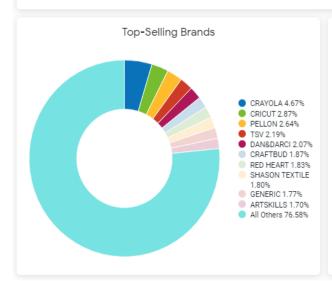
Sponsorship Activity

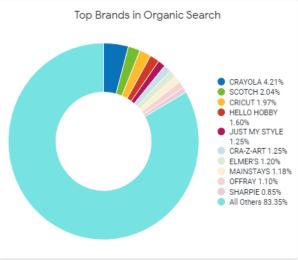
10,796,002 Weekly Average

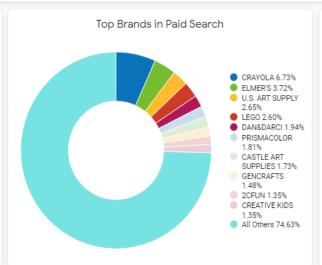
Organic Search Visibility

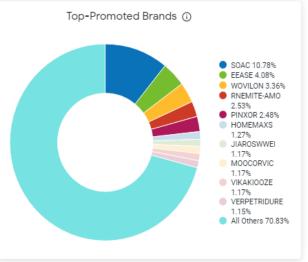
**▲** 24.5%

4,608,906,442 Weekly Average









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



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

\*\*\*\*\*



Now \$866 \$11.99 4M Magnetic Tile Art & Craft Kit (27 Pieces) \*\*\*\* 2 36



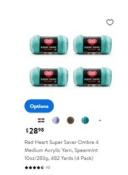
\$3998

ArtSkills Wood Burning Tool Kit for Beginners, 55 Piece Deluxe Woodburning Craft

\*\*\*\* 296



Mainstays 45" x 24" Tan Rectangle Outdoor 2-Piece Deep Seat Cushion \*\*\*\*\* 45



# Walmart | Auto, Tires & Industrial



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











Brands Observed

14,31

▲ 1% vs Prior Period

Items Observed

▲ 4% vs Prior Period

Department Summary

Keywords Observed

▲ 0% vs Prior Period

Sponsorship Activity

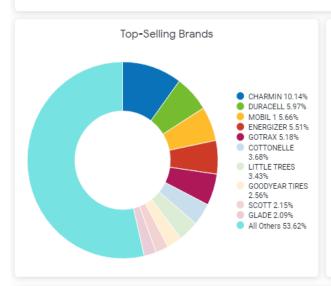


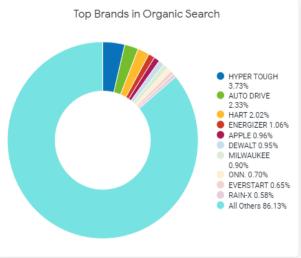
7,850,115 Weekly Average

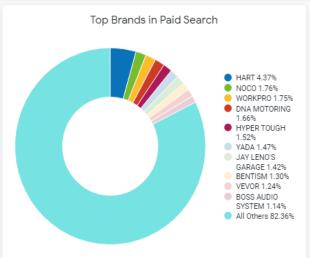
Organic Search Visibility

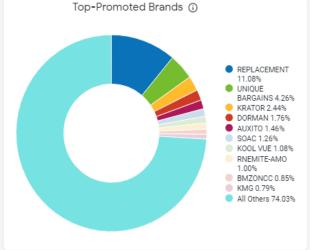


4,361,522,480 Weekly Average









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





\$2797 2.9 c/fl oz Mobil 1 High Mileage Full Synthetic Motor Oil 5W-30, 5 Quart (Pack of 6) \*\*\*\* 971



3000lm Extreme Super Bright Car Motorcycle Turn Signal Lights Reverse...



Options from \$15.98 - \$47.94 Shell Rotella T4 Triple Protection 15W 40 Diesel Motor Oil, 1 Gallon \*\*\*\* 569



Now \$2997 \$41.99 21 c/fl oz Mobil 1 Extended Performance Full Synthetic Motor Oil SW-30, 5 Quart (Pack of 12)

\*\*\*\* 930

# Walmart | Baby



**Market Share Leaders:** 

GARANIMALS\*

**CAITZR** 







Brands Observed

7,679

▲ 9% vs Prior Period

Items Observed

63,640

▲ 19% vs Prior Period

Department Summary

Keywords Observed

174,676

▲ 9% vs Prior Period

Sponsorship Activity

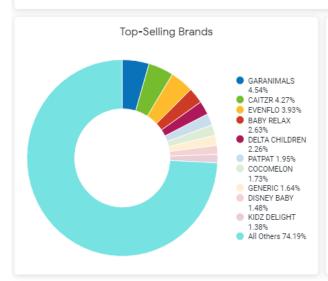
**▼**-3.9%

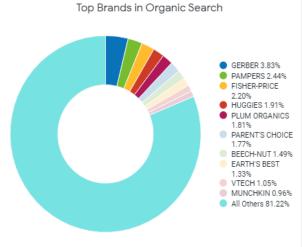
14,307,720 Weekly Average

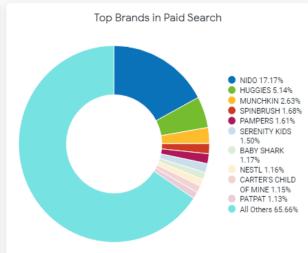
Organic Search Visibility

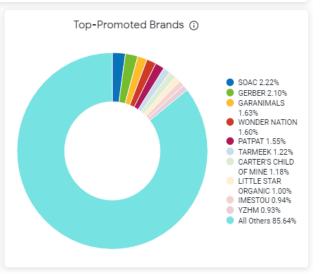
**▲** 11.6%

10,235,560,027 Weekly Average









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











From \$5.00

Baby Classic Stork Walmart Gift Card

★★★☆ 18



\$1997

Disney Baby Peek-A-Boo Plush, Mickey Mouse, Officially Licensed Kids Toys for Ages 09 Month, Gifts and Presents

# **Walmart** | Beauty



**Market Share Leaders:** 

NIOXIN.





PAUL MITCHELL



Brands Observed

9,823

▲ 8% vs Prior Period

Items Observed

94,080

▲ 28% vs Prior Period

Department Summary

Keywords Observed

118,524

▲ 5% vs Prior Period

Sponsorship Activity

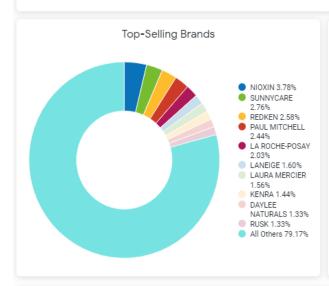
▲ 3.8%

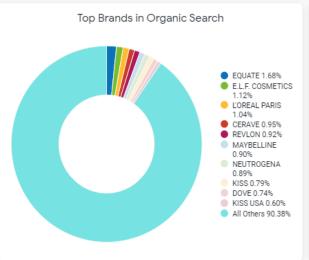
18,309,837 Weekly Average

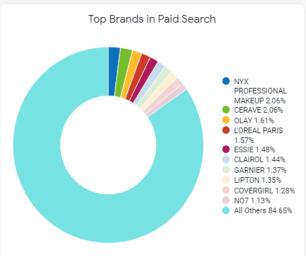
Organic Search Visibility

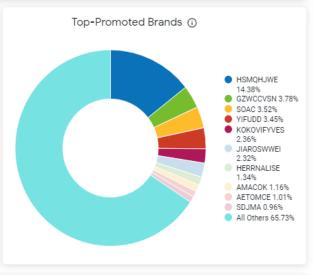
**▲** 22.8%

21,803,949,531 Weekly Average









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



Now \$ 2799 \$39.00 Laura Mercier Loose Setting Powder, Translucent, 1 oz



100 SunnyCare Nitrile Medical Exam Gloves Powder Free Chemo-Rated (Non Vinyl Latex) Size:Medium



Now \$549 56.99 +\$4.39 shipping
Daylee Naturals Large 60g Eco Mesh
Bath Pouf Sponge 4 Pack
★★★☆ 119



NatureWell Coconut + MCT Moisturizing Cream (16 Ounce)



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



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









**CAITZR** 

Brands Observed

17,063

▲ 5% vs Prior Period

Items Observed

329,242

▲ 22% vs Prior Period

Department Summary

Keywords Observed

207,919

▲ 2% vs Prior Period

Sponsorship Activity

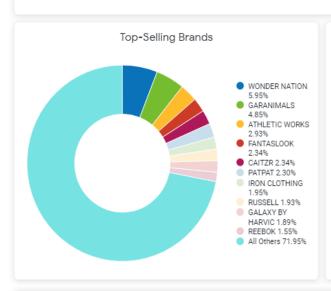
**▲** 19.6%

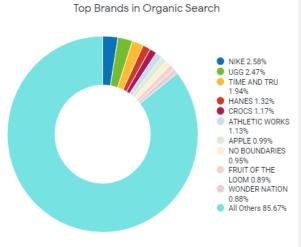
48,481,545 Weekly Average

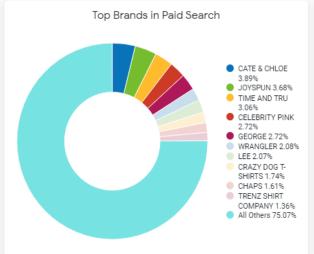
Organic Search Visibility

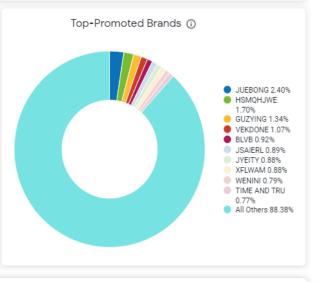
**▲** 27.3%

29,318,855,405 Weekly Average

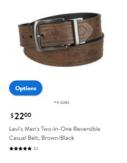








#### **Top-Selling Items:**

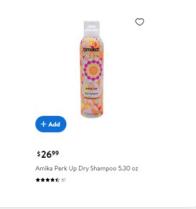


0









## **Walmart** | Electronics



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











Brands Observed

10,930

▲ 3% vs Prior Period

Items Observed

136,914

▲ 16% vs Prior Period

Department Summary

Keywords Observed

114,351

▲ 10% vs Prior Period

Sponsorship Activity

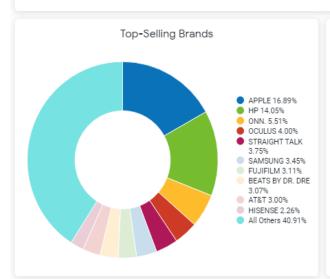
5.0%

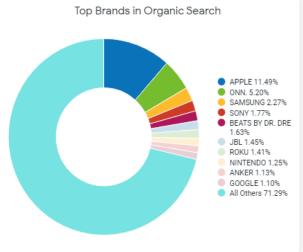
23,061,892 Weekly Average

Organic Search Visibility

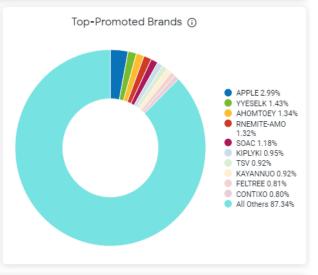
**▲** 7.8%

18,296,236,861 Weekly Average





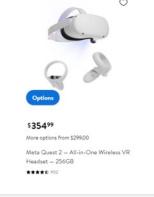




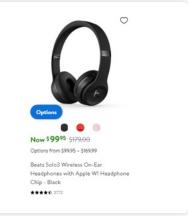
#### **Top-Selling Items:**











# **Walmart** | Food & Grocery



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



Produce Unbranded







Brands Observed

11,308

▲ 1% vs Prior Period

Items Observed

123,006

▲ 2% vs Prior Period

Department Summary

Keywords Observed

112,696

▲ 4% vs Prior Period

Sponsorship Activity

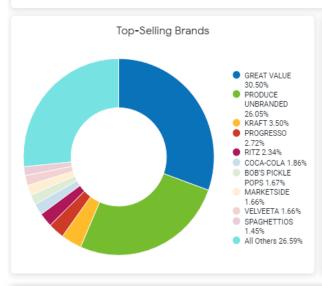
**V**-0.2%

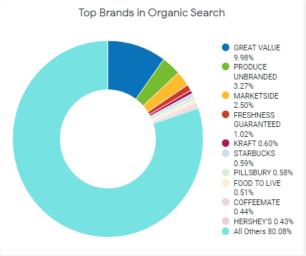
36,469,013 Weekly Average

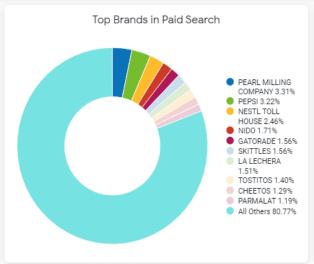
Organic Search Visibility

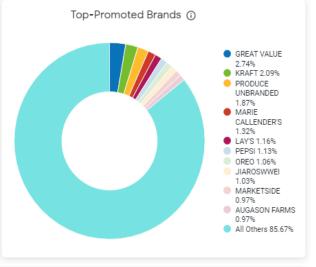
**▲** 15.1%

163,936,000,004 Weekly Average









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







\$347 69.4 c/lb

Russet Potatoes Whole Fresh, 5 lb Bag



\$388 32.9 c/oz RITZ Fresh Stacks Original Crackers, 11.8 oz (8 Stacks)



+ Add

\$872 11.5 c/oz

(4 pack) Progresso Traditional, 99% Fat
Free Chicken Noodle Canned Soup, 19
oz.



\$125 each \$1,67/lb

Final cost by weight
Fresh Broccoli Crowns, Each



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











Brands Observed

12,531

▲ 8% vs Prior Period

Items Observed

92,541

▲ 9% vs Prior Period

Department Summary

Keywords Observed

187,810

▲ 4% vs Prior Period

Sponsorship Activity

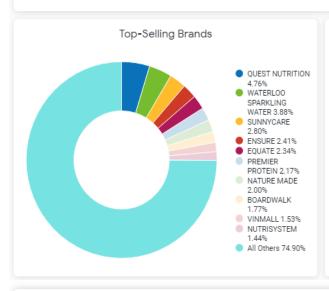
**▲** 3.1%

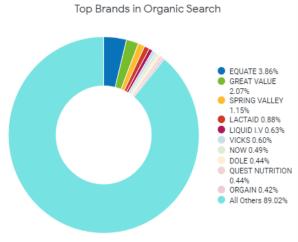
24,647,119 Weekly Average

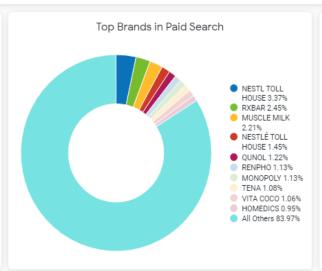
Organic Search Visibility

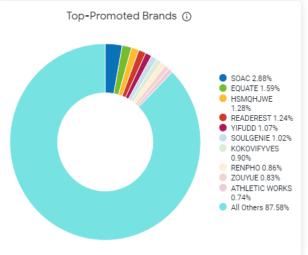
**▲** 18.4%

28,553,075,194 Weekly Average





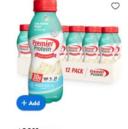




#### **Top-Selling Items:**



100 SunnyCare Nitrile Medical Exam Gloves Powder Free Chemo-Rated (Non Vinyl Latex) Size:Medium \*\*\*\*\* 198



\$2998 \$2.61/fl oz

Premier Protein Shake, Cake Batter Delight, 30g Protein, 11.5 fl oz, 12 Count \*\*\*\* 641





\$1776 S1.09/oz

(2 pack) Quest Protein Cookies, High Protein, Peanut Butter Chocolate Chip,

\*\*\*\* 60



Now \$1626 \$29.99

Noise Reduction Safety Ear Muffs, NRR 28dB Shooters Hearing Protection Earmuffs for Shooting Range Mowing... \*\*\*\*: 133

Now \$ 999 \$39.99

Posture Corrector for Men and Women, Upper Back Straightener Brace. Clavicle Support Adjustable Device for...

\*\*\*\*\* 73

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



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



Better Homes & Gardens.







**Brands Observed** 

25,774

▲ 4% vs Prior Period

Items Observed

379,666

▲ 17% vs Prior Period

**Department Summary** 

Keywords Observed

331,382

▲ 7% vs Prior Period

Sponsorship Activity

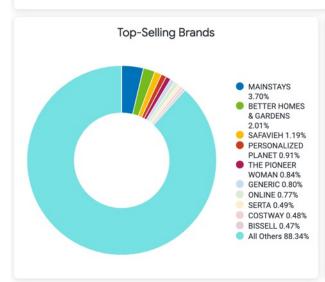
**▲** 6.4%

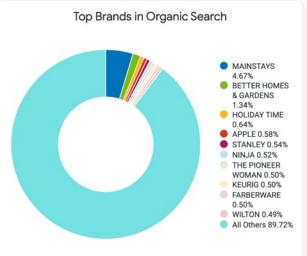
51,894,934 Weekly Average

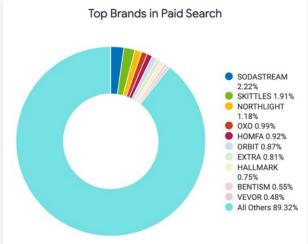
Organic Search Visibility

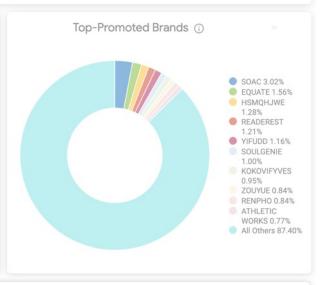
**▲** 24.0%

48,927,576,873 Weekly Average









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



\$2909

Options from \$29.09 - \$32.95

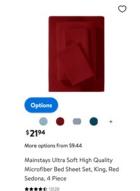
Personalized Throw - Woven Block Font





Options from \$18.99 - \$26.99

Clara Clark Bed Sheets Set. 1800 Series Deep Pocket Soft Microfiber 4 Piece





Comforter Set - 3 Piece Set - All Seasons - Queen, White

# **Walmart** | Home Improvement



**Market Share Leaders:** 











**Brands Observed** 

18,607

▲ 4% vs Prior Period

Items Observed

207,847

▲ 13% vs Prior Period

Department Summary Keywords Observed

142,560

▼-1% vs Prior Period

Sponsorship Activity

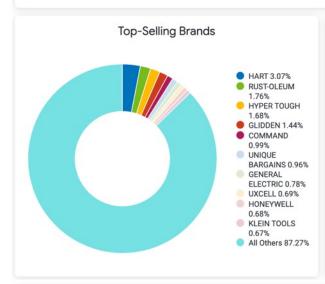
**▼**-11.2%

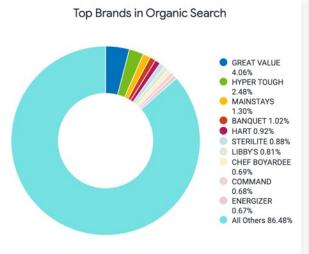
15,789,704 Weekly Average

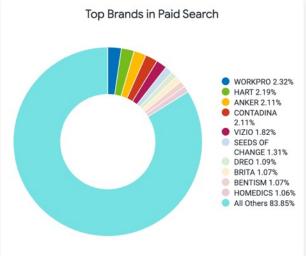
Organic Search Visibility

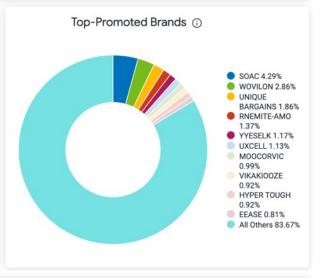
**▲** 14.8%

14,411,573,260 Weekly Average









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











## **Walmart** | Household Essentials



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











Brands Observed

4,756

▲ 11% vs Prior Period

Items Observed

38,007

▲ 13% vs Prior Period

Department Summary

Keywords Observed

41,614

▲ 0% vs Prior Period

Sponsorship Activity

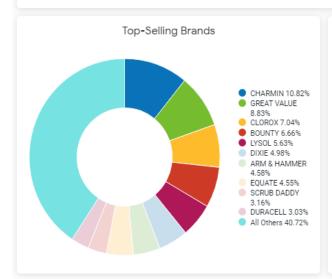
**V**-14.6%

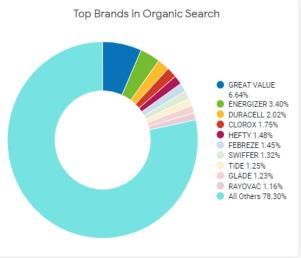
3,857,133 Weekly Average

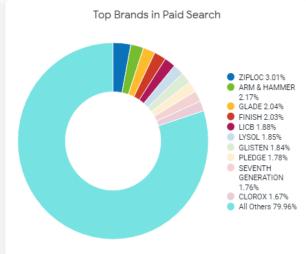
Organic Search Visibility

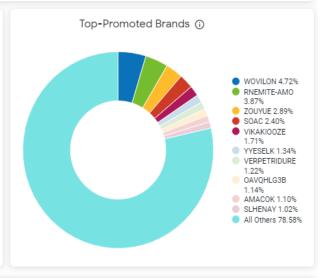
**V**-0.4%

5,369,677,530 Weekly Average









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



\$22<sup>18</sup> \$2.05/100 ct Bounty Select-a-Size Paper Towels, 12 Double Rolls, White

\*\*\*\* 16898

\$ **4.97** \$3.45/100 ct
er Towels, 12
Equate Fragrance Free Flushable Wipes,
3 Resealable Packs (144 Total Wipes)
\*\*\*\*\* 1768



\$1694 \$2.09/100 ct

Bounty Select-a-Size Paper Towels, 6

Triple Rolls, White

\*\*\*\*\*\* 13846



\$697 \$2.58/per 100 count

Bounty Select-a-Size Paper Towels, 2

Triple Rolls, White

\*\*\*\*\* 9971



# **Walmart** | Office Supplies



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











Brands Observed

11,743

▲ 4% vs Prior Period

Items Observed

128,266

▲ 14% vs Prior Period

#### Department Summary

Keywords Observed

▲ 13% vs Prior Period

Sponsorship Activity

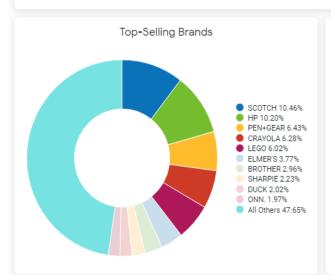


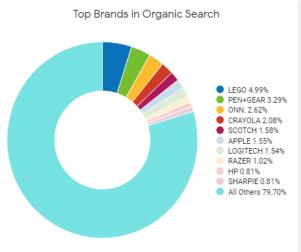
15,868,461 Weekly Average

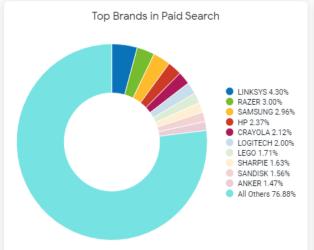
Organic Search Visibility

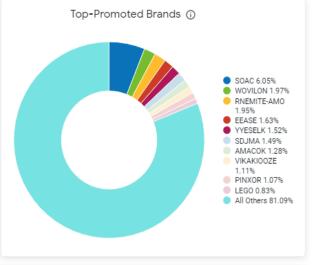


9,195,011,490 Weekly Average









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



\$397 4.9 ¢/ft Scotch Magic Tape Dispenser, in. x 325 in., 3 Dispenser

\*\*\*\* 2163

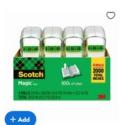




Wonder Sphere Magic Hover Ball- Blue Color- Skill Level Easy- STEM Certified \*\*\*\*\* 787



\$3589 HP 65 Ink Cartridges - Black, Tri-color, 2 Cartridges (TOA36AN) \*\*\*\* 2477



Now \$898 \$9.98 5.4 c/ft

Scotch Magic Tape, Invisible, 4 Tape Rolls With Dispensers \*\*\*\* 1843

# **Walmart** | Party & Occasions







**CURRENT** 

**GENERIC** 



Brands Observed

8,493

▲ 2% vs Prior Period

Items Observed

113,262

▲ 4% vs Prior Period

Department Summary

Keywords Observed

163,149

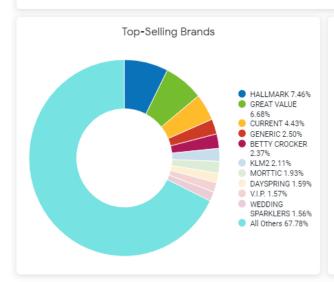
▲ 2% vs Prior Period

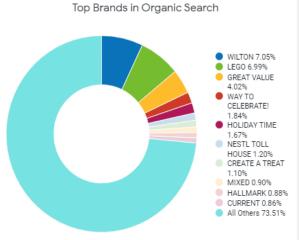
Sponsorship Activity

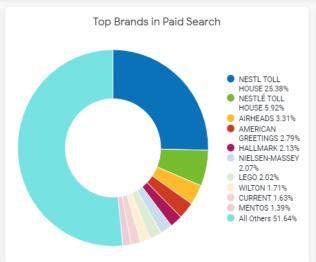
8,507,079 Weekly Average

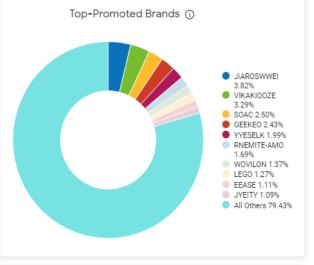
Organic Search Visibility

8,656,813,536 Weekly Average





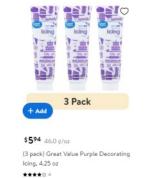




#### **Top-Selling Items:**



\$348 14.5 c/oz (2 pack) Betty Crocker Gluten Free Whipped Fluffy White Frosting, 12 oz. \*\*\*\*: 180





Morttic Meteor Shower Lights, Outdoor Falling Rain Lights 12 inch 8 Tube 192 LED Snow Falling Icicle Cascading..





## Walmart | Patio & Garden



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











Brands Observed

12,976

▲ 3% vs Prior Period

Items Observed

157,413

▲ 8% vs Prior Period

Department Summary

Keywords Observed

78,790

▼ -2% vs Prior Period

Sponsorship Activity

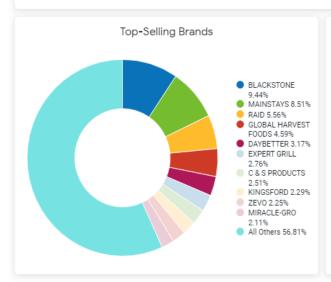


6,857,662 Weekly Average

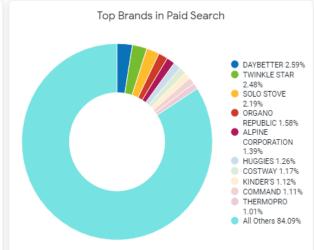
Organic Search Visibility

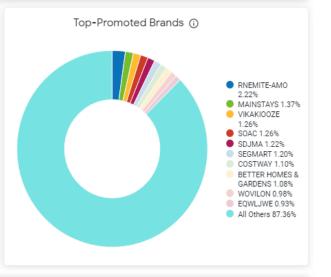
▲ 3.0%

5,605,419,421 Weekly Average









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



\*\*\*\* \$190

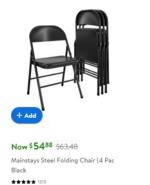


\$946 \$1.58/ea
Raid\* Ant & Roach Killer 26, FragranceFree Bug Spray, 17.5 fl oz, 2 ct





\$997 \$1.53/oz
Blackstone Griddle Seasoning and Cast
Iron Conditioner - 1 Piece



## **Walmart** | Personal Care













Brands Observed

▲ 12% vs Prior Period

Items Observed

▲ 25% vs Prior Period

Department Summary

Keywords Observed

74,189

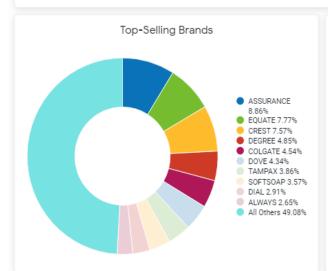
▲ 3% vs Prior Period

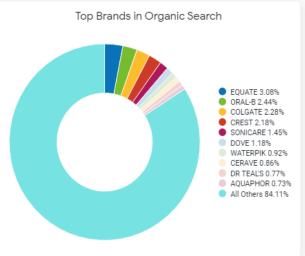
Sponsorship Activity

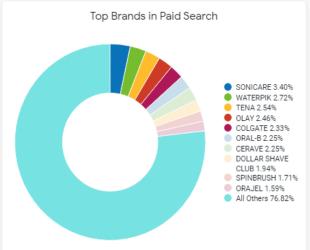
12,108,733 Weekly Average

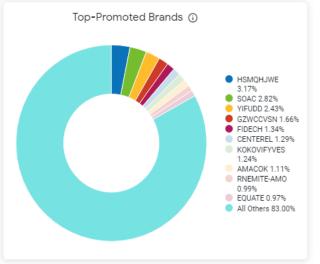
Organic Search Visibility

14,214,986,940 Weekly Average









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



\$1312 \$2.43/oz

Degree Long Lasting Antiperspirant Deodorant Stick Twin Pack, Cool Rush, 2.7 oz

\*\*\*\*\* 3043



0

\*\*\*\* 4026

\$547 30.4 c/oz Colgate Cavity Protection Toothpaste, Great Regular Flavor, 6 Oz, 3 Pack





\$1297 \$1.14/ounces More options from \$3.97

Crest 3D White Advanced Radiant Mint Toothpaste, 3.8 oz, 3 Count



4ssurance

Assurance Women's Incontinence & Postpartum Underwear, XL, Maximun Absorbency (54 Count) \*\*\*\* 4178



\$647 6.7 c/ea Options from \$6.47 - \$9.97

Assurance Premium Disposable Washcloths, XL (96 Count) \*\*\*\*\* 10568

## Walmart | Pets



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





#### **HOMGARDEN**





Brands Observed

7,962

▼ -3% vs Prior Period

Items Observed

80,308

▲ 9% vs Prior Period

Department Summary

Keywords Observed

49,845

▲ 2% vs Prior Period

Sponsorship Activity

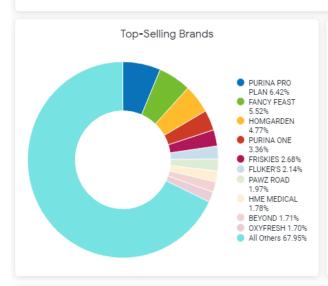


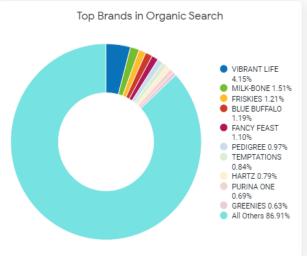
8,864,520 Weekly Average

Organic Search Visibility

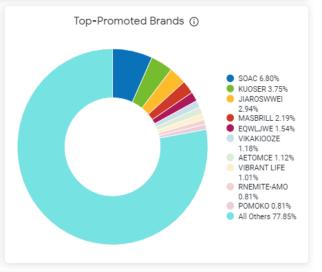


5,217,241,953 Weekly Average









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



\$1795

Oxyfresh Premium Dog Water Additive: Best Way to Eliminate Dog Bad Breath -Dog Breath Freshener & Fights Tartar ... Safe-Guard Canine Dewormer

★★★☆ 61



\$649 6.8 ¢/oz Fluker's Hermit Beach Sand Substrate \*\*\*\*\* 43



+ Add

Now \$6199 \$81.99

HomGarden 42 Foldable Large Dog
Crate Kennel Double Door Steel Dog
Cage, Black





Now \$15<sup>30</sup> \$28.99
Artificial Grass Puppy Pad for Dogs and Small Pets? Reusable Potty-Training Pad with Tray? Dog Housebreaking...
\*\*\*\*\*© 78

# **Walmart** | Premium Beauty



**Market Share Leaders:** 









philosophy

Brands Observed

459

▲ 0% vs Prior Period

Items Observed

2,678

▲ 7% vs Prior Period

Department Summary

Keywords Observed

22,292

▲ 12% vs Prior Period

Sponsorship Activity

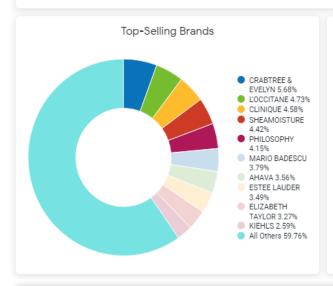
**▼**-10.9%

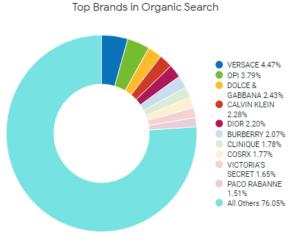
632,170 Weekly Average

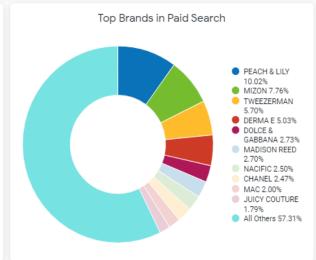
Organic Search Visibility

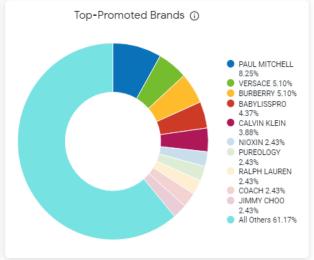
**▲** 27.0%

2,047,031,672 Weekly Average

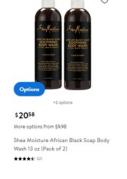




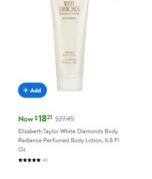




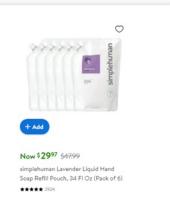
#### **Top-Selling Items:**











## **Walmart** | Sports & Outdoors



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











**Brands Observed** 

20,203

▲ 2% vs Prior Period

Items Observed

238,992

▲ 7% vs Prior Period

**Department Summary** Keywords Observed

179,165

▲ 4% vs Prior Period

Sponsorship Activity

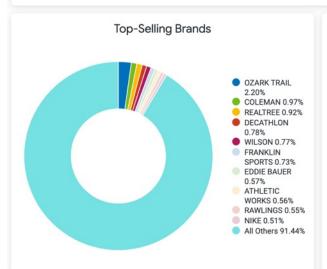
1.8%

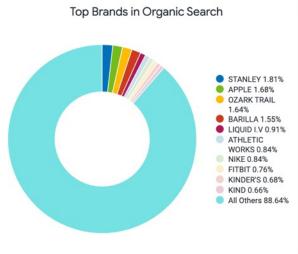
15,417,794 Weekly Average

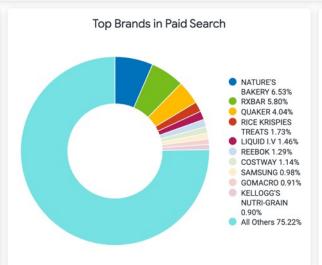
Organic Search Visibility

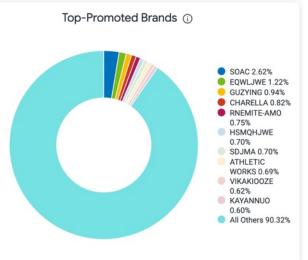
**▲** 25.9%

14,309,018,010 Weekly Average









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



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



Huffy 24" Rock Creek Boys Mountain \*\*\*\*\* 1052



Enclosure Combo

\$22900 Bounce Pro 14ft Trampoline With



\$5500

More options from \$45.00 Bestway Maroon 20" Queen Air Mattress with Built-in Pump

★★★☆ 7102



Duraflame Firestart Cubes 18-Pack, Fire Starters for Wood or Charcoal

# **Walmart** | Toys & Outdoor Play



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











Brands Observed

12,863

▲ 3% vs Prior Period

Items Observed

131,475

▲ 13% vs Prior Period

Department Summary

Keywords Observed

215,189

▲ 7% vs Prior Period

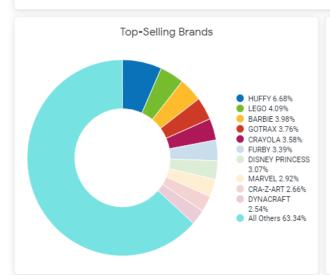
Sponsorship Activity

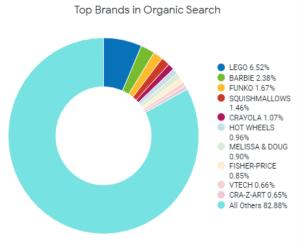
38,222,170 Weekly Average

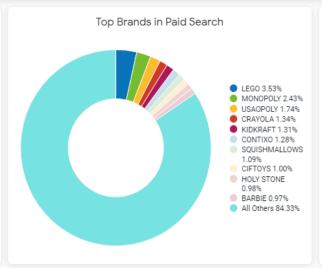
Organic Search Visibility

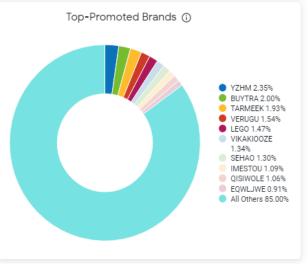
**▲** 34.4%

20,804,807,499 Weekly Average









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





Huffy 24" Rock Creek Girls Mountain Bike for Women, Purple Lilac \*\*\*\*\* 1074



Now \$899 511.99

Connect 4 Classic Grid Strategy 4 in a Row Board Game for Kids and Family Ages 6 and Up, 2 Players \*\*\*\* 1621



\$9800

Huffy 24" Rock Creek Boys Mountain Bike for Men

\*\*\*\* 1010



Now \$ 22900 \$279.00 Bounce Pro 14ft Trampoline With

# **Walmart** | Video Games



**Market Share Leaders:** 



SONY







Brands Observed

2,532

▲ 5% vs Prior Period

Items Observed

35,647

▲ 5% vs Prior Period

Department Summary

Keywords Observed

51,900

▲ 7% vs Prior Period

Sponsorship Activity

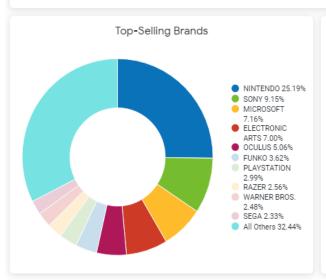
▲ 31.4%

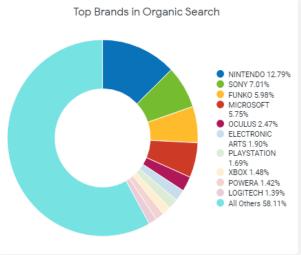
4,448,192 Weekly Average

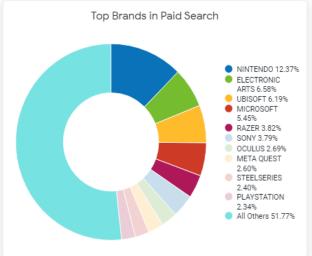
Organic Search Visibility

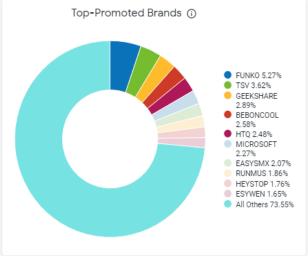
**▲** 21.9%

4,889,388,483 Weekly Average









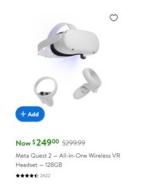
#### **Top-Selling Items:**

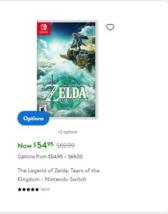


\$3497 Options from \$34.97 - \$69.88 Madden NFL 24 - PlayStation 5









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HUGE **TIME SAVINGS** 



BETTER CLICK THROUGH RATES & CONVERSION



MORE **EFFECTIVE AD SPEND** 



UNPRECEDENTED COMPETITIVE INTELLIGENCE

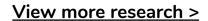


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