

Department **Performance** Report

JANUARY 2024 DATA

iBayam

Arts, Crafts, Sewing



Camera & Photo



Grocery & Gourmet Food



Office Products



Sports & Outdoors

NOCO

Automotive



Clothing, Shoes & Jewelry



Health & Household



Patio, Lawn & Garden



Tools & Home Improvement



Baby



Beauty & Personal Care



Computer & Accessories



Home & Kitchen



Pet Supplies



Toys & Games Play





Electronics



Kitchen & Dining



Software



Video Games



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Department Performance Report

January 2024 Data

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 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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Kitchen & Dining 13
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Pets Supplies 16
Software 17
Sports & Outdoors 18
Tools & Home Improvement
Toys & Games
Video Games





amazon | Arts, Crafts & Sewing



Market Share Leaders: iBayam









Brands Observed

18,974

▼ -2% vs Prior Period

Items Observed

118,205

▲ 3% vs Prior Period

Department Summary Keywords Observed

81,695

▼-40% vs Prior Period

Sponsorship Activity

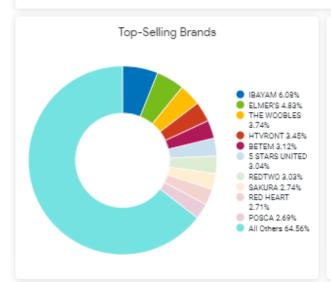
▼-7.3%

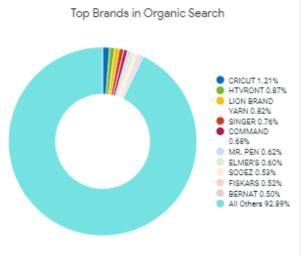
43,916,607 Weekly Average

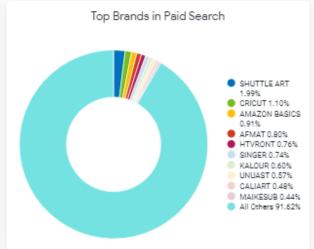
Organic Search Visibility

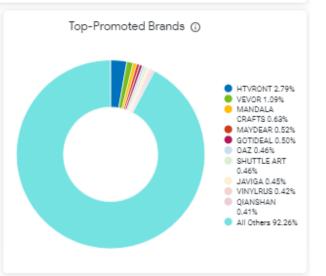
▼-17.7%

9,906,774,129 Weekly Average









Top-Selling Items:







**** * 68.310











airmoto



VACLIFE

Brands Observed

37,118

▲ 2% vs Prior Period

Items Observed

555,495

▲ 2% vs Prior Period

Department Summary

Keywords Observed

▼-18% vs Prior Period

Sponsorship Activity

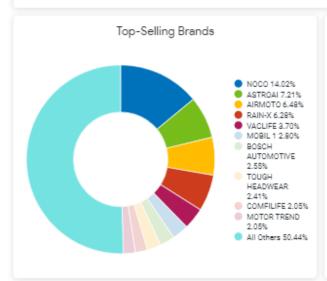
▲ 16.7%

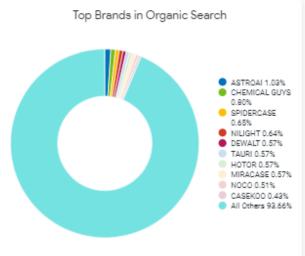
30,657,228 Weekly Average

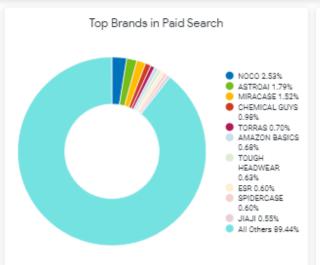
Organic Search Visibility

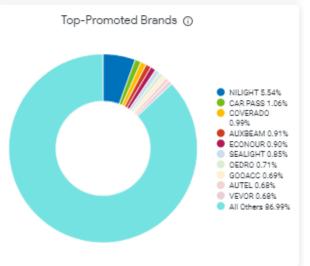
V-14.2%

9,638,985,195 Weekly Average





































Brands Observed

12,502

▼ -1% vs Prior Period

Items Observed

▼ -1% vs Prior Period

Department Summary

Keywords Observed

▼-32% vs Prior Period

Sponsorship Activity

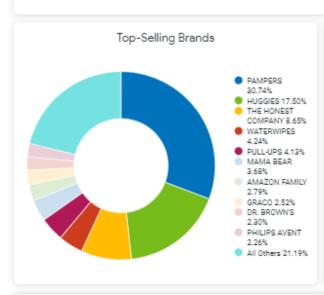
▲ 25.5%

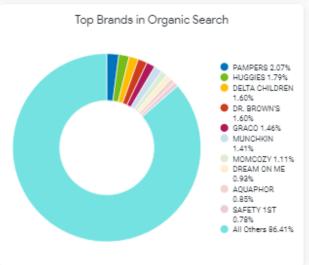
40,575,178 Weekly Average

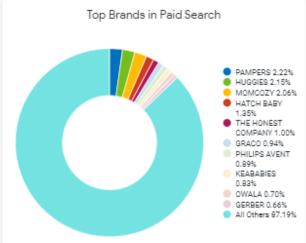
Organic Search Visibility

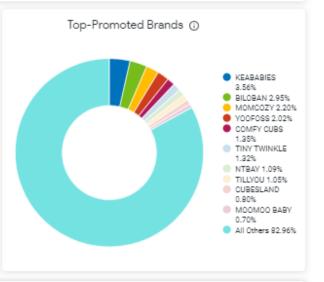
▲ 14.2%

15,741,733,637 Weekly Average









Top-Selling Items:



Size 4. 150 Count, Ultra Soft Disposable Baby Diapers

**** · 119,216







Options: 5 sizes

**** ~ 21,568



amazon | Beauty & Personal Care



Market Share Leaders:



COSRX



PAULA'S CHOICE

NUTRAFOL®

Brands Observed

19,990

▲ 1% vs Prior Period

Items Observed

85,116

▲ 1% vs Prior Period

Department Summary

Keywords Observed

122,598

▼ -23% vs Prior Period

Sponsorship Activity

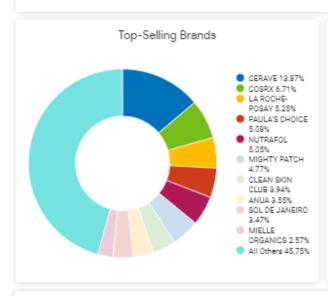
▲ 20.5%

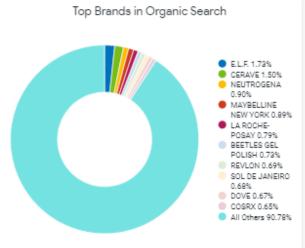
134,906,877 Weekly Average

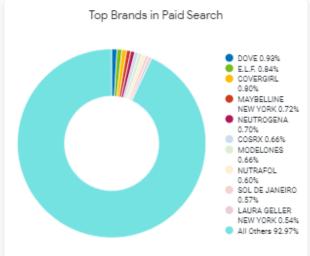
Organic Search Visibility

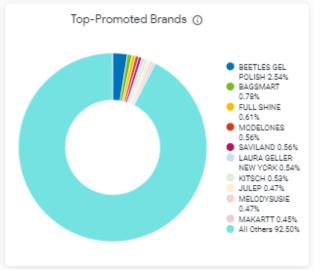
▼-11.9%

67,897,508,294 Weekly Average



















amazon | Camera & Photo



Market Share Leaders: ** YPRIESEX





HEXEUM



Brands Observed

▲ 2% vs Prior Period

Items Observed

▲ 4% vs Prior Period

Department Summary

Keywords Observed

▼ -36% vs Prior Period

Sponsorship Activity

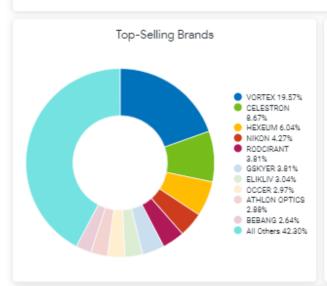
▲ 1.3%

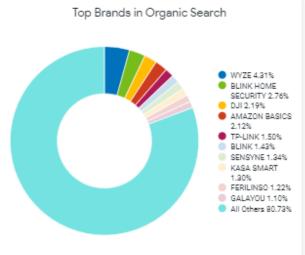
4,543,658 Weekly Average

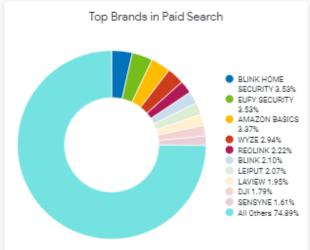
Organic Search Visibility

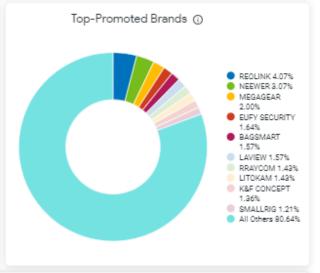


1,676,589,628 Weekly Average

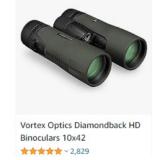








Top-Selling Items:











Occer 12x25 Compact Binocular for Adults and Kids - Large Eyepiece Waterproof Binoculars for Bird Watching - High... ****** ~ 28,415

amazon | Cell Phones & Accessories



Market Share Leaders:











Brands Observed

4,552

▲ 1% vs Prior Period

Items Observed

16,549

▲ 3% vs Prior Period

Department Summary

Keywords Observed

44,134

▼ -30% vs Prior Period

Sponsorship Activity

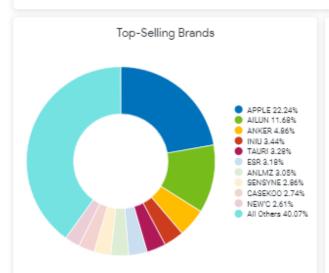
▲ 23.8%

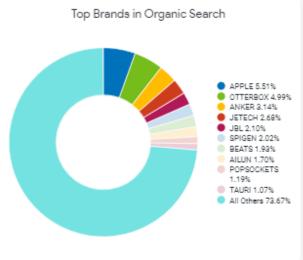
24,822,651 Weekly Average

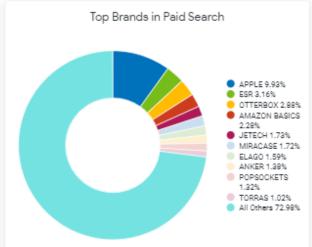
Organic Search Visibility

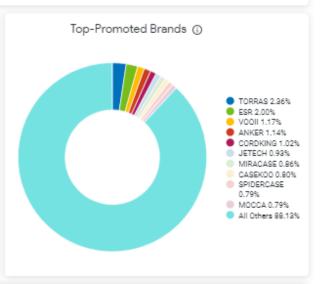
▼ -22.2%

13,612,027,590 Weekly Average



















amazon | Clothing, Shoes & Jewelry







crocs



amazon essentials

Brands Observed

50,435

▲ 3% vs Prior Period

Items Observed

933.879

▲ 5% vs Prior Period

Department Summary

Keywords Observed

87,596

▼ -20% vs Prior Period

Sponsorship Activity

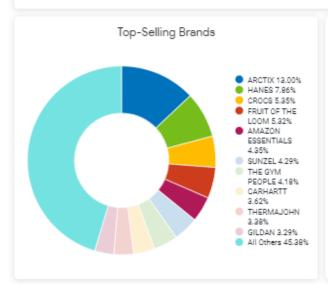
v -6.4%

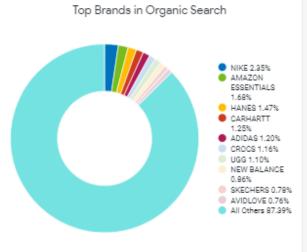
267,865,101 Weekly Average

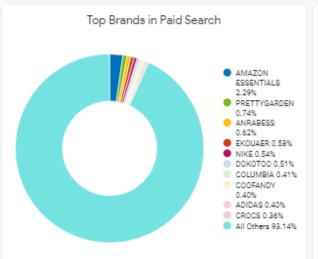
Organic Search Visibility

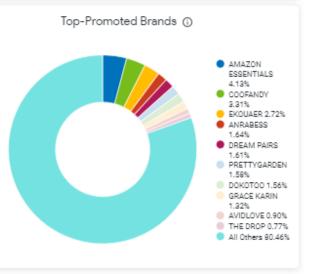
v -36.8%

93,975,724,598 Weekly Average

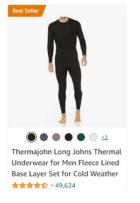




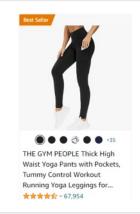














amazon | Computer & Accessories



Market Share Leaders:











Brands Observed

7,063

▲ 0% vs Prior Period

Items Observed

39,018

▲ 1% vs Prior Period

Department Summary

Keywords Observed

67,857

▼ -30% vs Prior Period

Sponsorship Activity

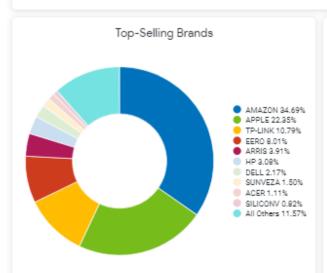
▲ 22.8%

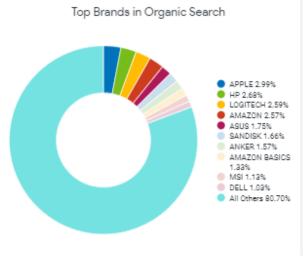
28,866,089 Weekly Average

Organic Search Visibility

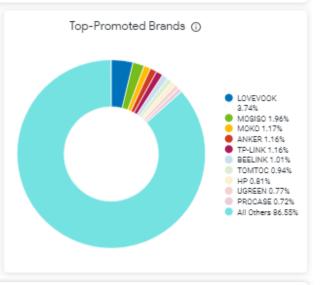
▼ -15.0%

14,100,881,431 Weekly Average



























Roku

Brands Observed

15,810

▲ 1% vs Prior Period

Items Observed

81,726

▲ 3% vs Prior Period

Department Summary

Keywords Observed

122,101

▼ -31% vs Prior Period

Sponsorship Activity

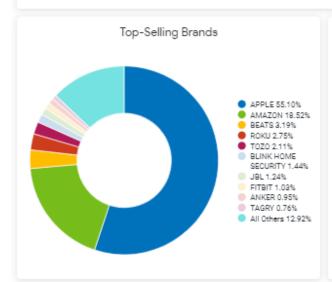
▲ 9.4%

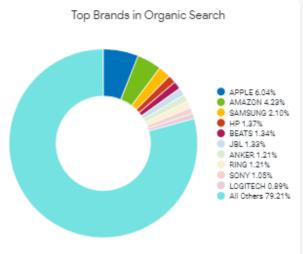
76,736,576 Weekly Average

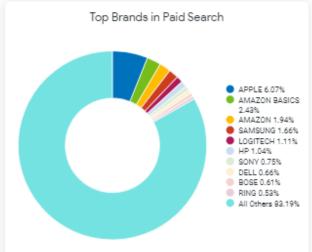
Organic Search Visibility

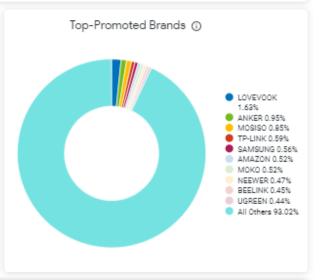
▼-27.2%

39,846,049,264 Weekly Average



















amazon | Grocery & Gourmet Food



Market Share Leaders:

NESPRESSO.









Brands Observed

22,476

▼ -1% vs Prior Period

Items Observed

139,302

▼ -1% vs Prior Period

Department Summary

Keywords Observed

112,591

▼ -14% vs Prior Period

Sponsorship Activity

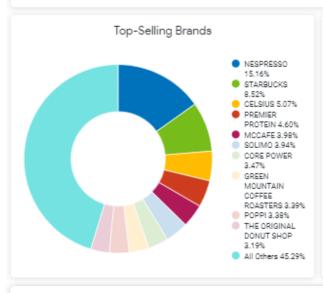
▲ 10.2%

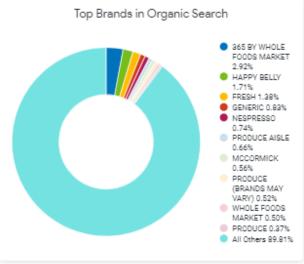
167,961,906 Weekly Average

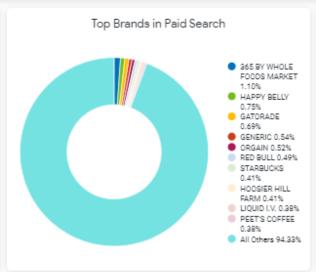
Organic Search Visibility

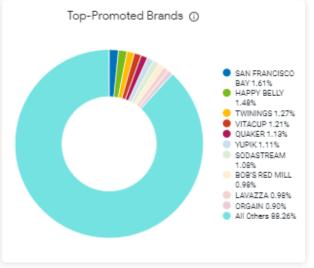
▲ 3.0%

47,996,483,066 Weekly Average









Top-Selling Items:



Nespresso
Capsules VertuoLine, Medium and
Dark Roast Coffee, Variety Pack,
Stormio, Odacio, Melozio, 30...

Pod 7.77 FI Oz (Pack of 3)

Options: 4 sizes, 13 flavors



Starbucks K-Cup Coffee Pods— Medium Roast Coffee—Pike Place Roast for Keurig Brewers—100%...

Pod 24 Count (Pack of 4)

**** ~ 95,395



Premier Protein Shake 30g Protein 1g Sugar 24 Vitamins Minerals Nutrients to Support Immune Health,...

Chocolate · 11.5 Fl Oz (Pack of 12) ★★★☆ ~ 201,565



CELSIUS Assorted Flavors Official Variety Pack, Functional Essential Energy Drinks, 12 Fl Oz (Pack of 12)

Official Variety Pack 12 Fl Oz (Pack of 12) 4.7 会会会会



Serve Keurig K-Cup Pods, Medium Roast Coffee Pods Pod... Pod 84 Count (Pack of 1)

Options: 25 sizes, 19 flavors

**** × 88,600

amazon | Health & Household



Market Share Leaders: a

amazonbasics







VITAL PROTEINS®

Brands Observed

33,908

▼ -1% vs Prior Period

Items Observed

151,808

▲ 0% vs Prior Period

Department Summary

Keywords Observed

189,947

▼-15% vs Prior Period

Sponsorship Activity

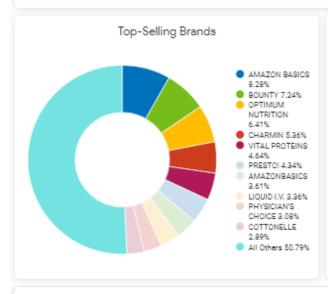
▲ 24.0%

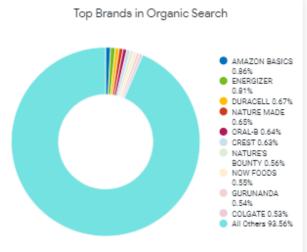
155,373,785 Weekly Average

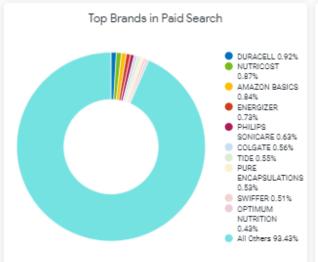
Organic Search Visibility

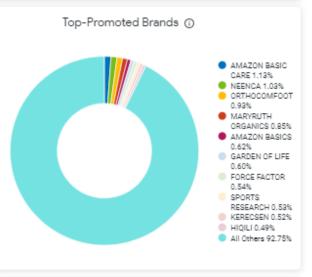
▲ 7.8%

77,509,134,416 Weekly Average

























amazonbasics

CGK Unlimited

FDW

Brands Observed

44,488

▲ 1% vs Prior Period

Items Observed

225,443

▲ 3% vs Prior Period

Department Summary

Keywords Observed

248,664

▼ -23% vs Prior Period

Sponsorship Activity

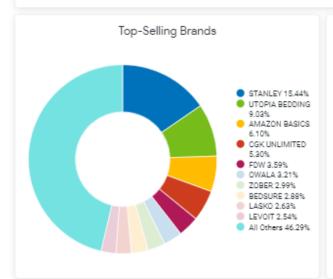
▲ 3.1%

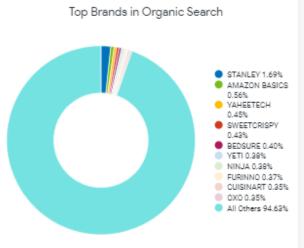
266,546,945 Weekly Average

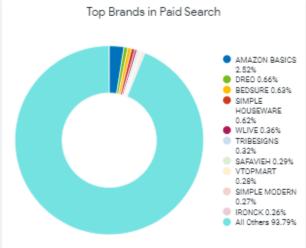
Organic Search Visibility

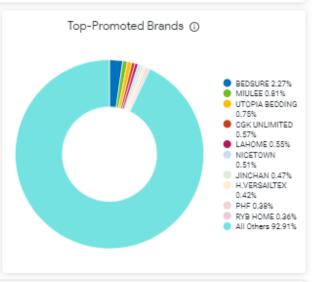
▼-20.3%

122,220,986,643 Weekly Average





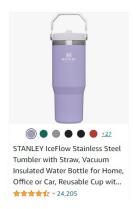














amazon | Kitchen & Dining



Market Share Leaders:



simple MODERN

CAROTE

owala



Brands Observed

30,595

▲ 1% vs Prior Period

Items Observed

134,436

▲ 4% vs Prior Period

Department Summary

Keywords Observed

137,281

▼-22% vs Prior Period

Sponsorship Activity

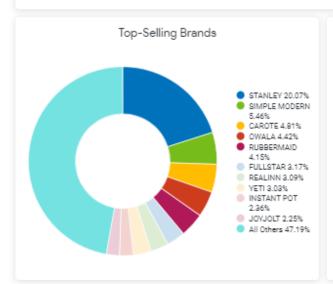
▲ 1.1%

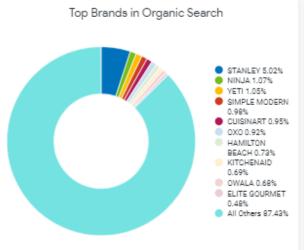
82,802,986 Weekly Average

Organic Search Visibility

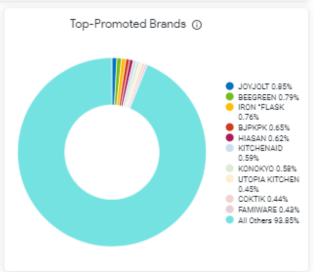
▼-22.6%

39,901,158,535 Weekly Average



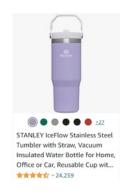
















amazon | Office Products



Market Share Leaders:



amazonbasics

HAMMERMILL.





Brands Observed

19,142

▼ -2% vs Prior Period

Items Observed

100,978

▲ 0% vs Prior Period

Department Summary

Keywords Observed

127,154

▼ -32% vs Prior Period

Sponsorship Activity

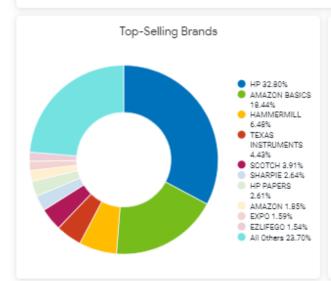
▲ 17.3%

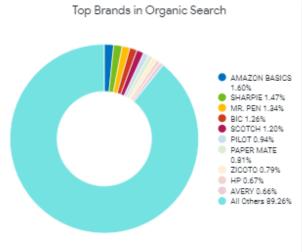
59,953,719 Weekly Average

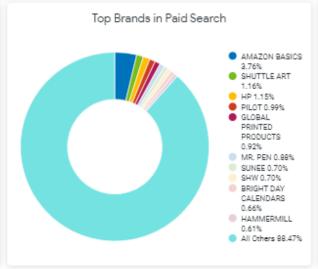
Organic Search Visibility

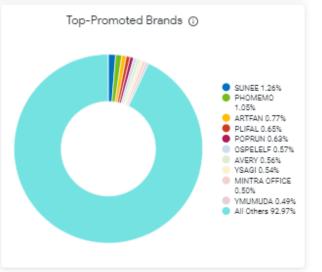
▼ -1.5%

24,723,934,816 Weekly Average



















amazon | Patio, Lawn & Garden



Market Share Leaders:











Brands Observed

30,760

▲ 2% vs Prior Period

Items Observed

156,807

▲ 4% vs Prior Period

Department Summary

Keywords Observed

105,889

▼ -23% vs Prior Period

Sponsorship Activity

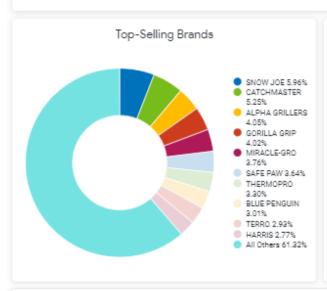
▲ 6.8%

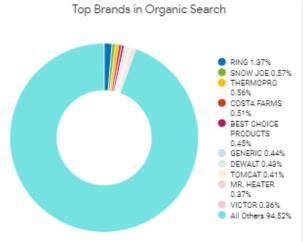
34,402,459 Weekly Average

Organic Search Visibility

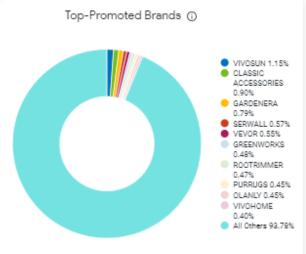


11,148,120,067 Weekly Average



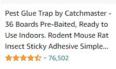














tee and Snow Melter, Fast Acting
100% Pure Magnesium Chloride
Formula with Scoop Included,...



Traeger Grills Signature Blend 100% All-Natural Wood Pellets for Smokers and Pellet Grills, BBQ, Bake, Roast, and Grill, 20...



amazon | Pet Supplies



Market Share Leaders:





amazonbasics





Brands Observed

18,674

▲ 0% vs Prior Period

Items Observed

102,600

▲ 2% vs Prior Period

Department Summary

Keywords Observed

62,238

▼ -20% vs Prior Period

Sponsorship Activity

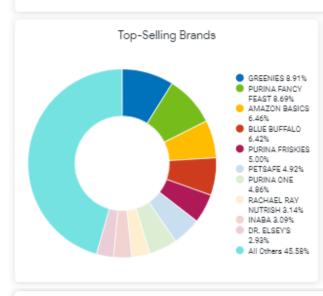
▲ 25.7%

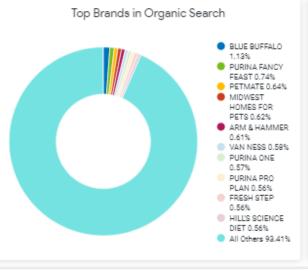
41,344,359 Weekly Average

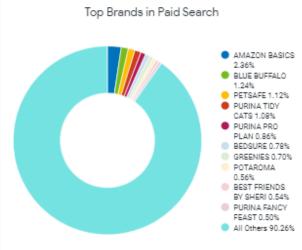
Organic Search Visibility

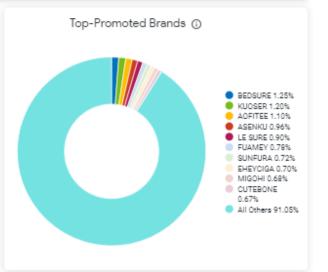
▼-11.7%

16,681,359,730 Weekly Average









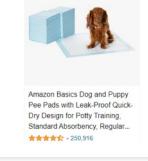
Top-Selling Items:



**** ~ 51,555



Original Regular Natural Dog
Dental Care Chews Oral Health
Dog Treats, 36 count (Pack of 1)





★★★★☆~ 42,773

















Brands Observed

637

▼ -1% vs Prior Period

Items Observed

5,717

▲ 0% vs Prior Period

Department Summary

Keywords Observed

7,019

▲ 11% vs Prior Period

Sponsorship Activity

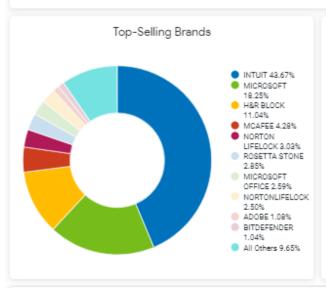
▲ 36.6%

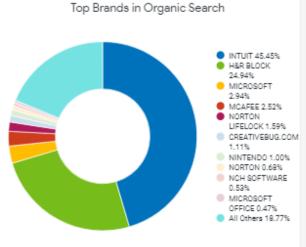
252,000 Weekly Average

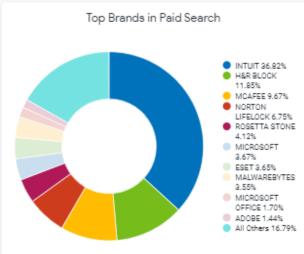
Organic Search Visibility

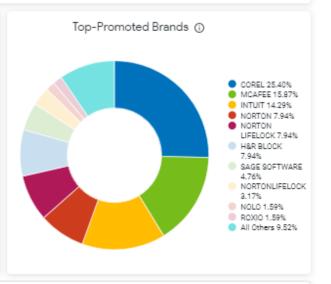
▲ 91.6%

238,223,776 Weekly Average



















amazon | Sports & Outdoors



Market Share Leaders:











Brands Observed

54,457

▲ 2% vs Prior Period

Items Observed

542,665

▲ 3% vs Prior Period

Department Summary

Keywords Observed

187,506

▼ -26% vs Prior Period

Sponsorship Activity

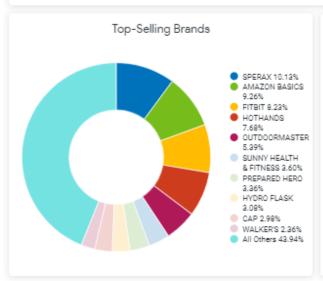
▼ -4.2%

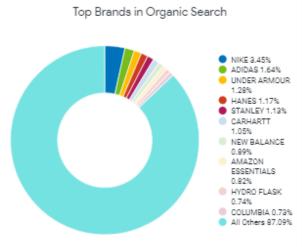
86,696,050 Weekly Average

Organic Search Visibility

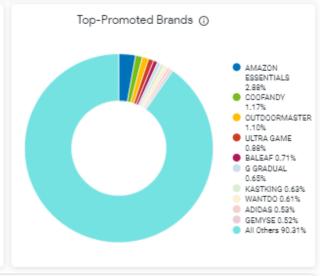


36,765,503,201 Weekly Average









Top-Selling Items:



Sperax Walking Pad,Under Desk Treadmill,Treadmills for Home,320 Lb Capacity



with Google apps, Heart Rate on Exercise Equipment, 6-Months Premium Membership Included,...



Workout Dumbbell, Neoprene
Coated, Various Sets and
Weights available



Hand Warmers - Long Lasting Safe Natural Odorless Air Activated Warmers - Up to 10 Hours of Heat - 40 Pair ★★★★ × 47,118



**** ~ 8,222

amazon | Tools & Home Improvement



Market Share Leaders: everydrop





FRIGIDAIRE.



Brands Observed

42,323

▲ 1% vs Prior Period

Items Observed

267,744

▲ 2% vs Prior Period

Department Summary

Keywords Observed

171,949

▼ -24% vs Prior Period

Sponsorship Activity

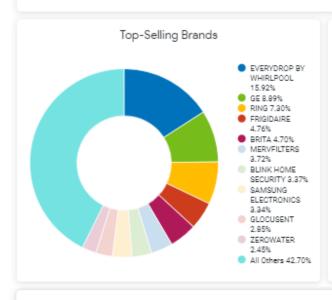
▲ 11.2%

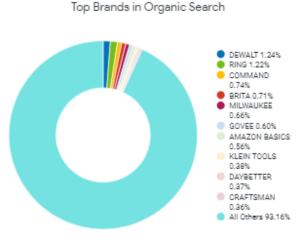
86,661,127 Weekly Average

Organic Search Visibility

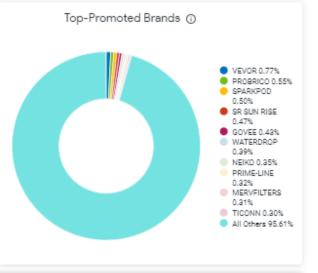
▼-14.5%

32,113,258,569 Weekly Average

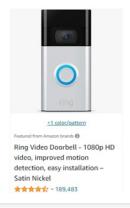






























Brands Observed

21,819

▲ 2% vs Prior Period

Items Observed

114,162

▲ 4% vs Prior Period

Department Summary Keywords Observed

137,907

▼-43% vs Prior Period

Sponsorship Activity

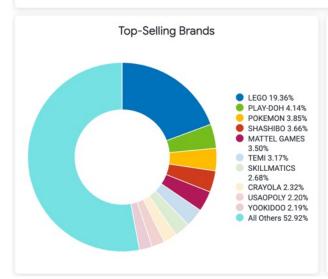
▼-46.1%

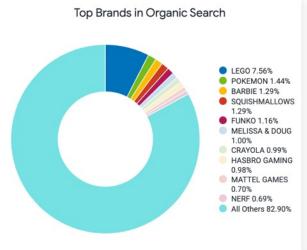
120,780,926 Weekly Average

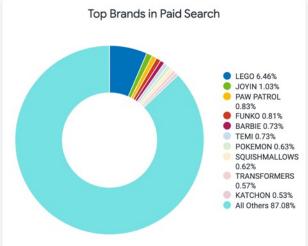
Organic Search Visibility

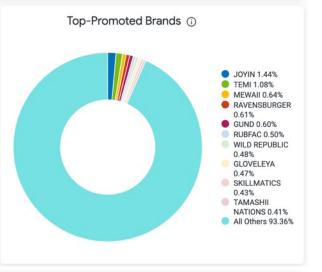
▼-59.3%

28,486,962,245 Weekly Average









Top-Selling Items:



LEGO Icons Bouquet of Roses, Home Décor Artificial Flowers, Gift for Her or Him for Anniversary and Valentine's Da...





SHASHIBO Shape Shifting Box -Award-Winning, Patented Fliget Cube w/ 36 Rare Earth Magnets -Transforms Into Over 70 Shapes,...



LEGO Roses Building Kit, Unique Gift for Valentine's Day, Botanical Collection, Gift to Build Together, 40460



LEGO Icons Tiny Plants Creative Building Set for Adults, Gift for Valentines Day for Flower-Lovers, Carnivorous, Tropical an...







Meta Quest





Brands Observed

▲ 1% vs Prior Period

Items Observed

▲ 2% vs Prior Period

Department Summary

Keywords Observed

▼ -21% vs Prior Period

Sponsorship Activity

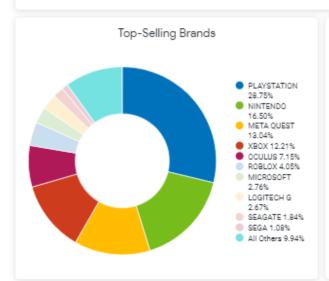
8,719,116 Weekly Average

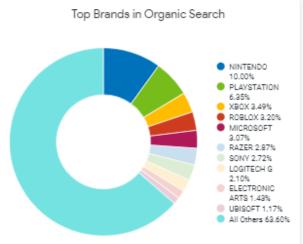
Organic Search Visibility

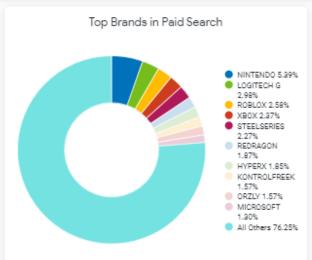


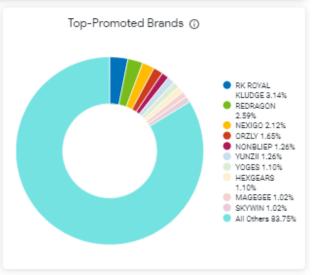
▼ -48.4%

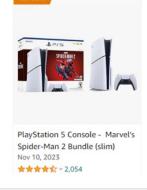
7,262,001,173 Weekly Average



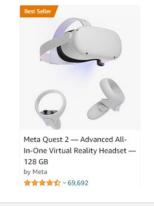
















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