

Social Media Benchmark Report

Home Industry

















Contents

Benchmark Performance, Methodology and KPIs	2
Trends	4
Cross-Channel	
TikTok	
Instagram	
YouTube	
Home Industry Overview	8
Deep Dives	9
TikTok	
Instagram	
YouTube	
What We Can Learn From the Home Industry	25
Facebook, Pinterest, LinkedIn and X at a Glance	27

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Benchmarking Performance

Understanding your brand's social media performance starts with knowing what's typical in your industry. This report explores comprehensive benchmarks across key metrics and social channels, including TikTok, Instagram and YouTube. These insights help set clear goals, strengthen content strategy and support faster audience growth.

About the Data

For the H1 2025 Social Media Benchmark Reports, Dash Social pulled a sample of global companies across TikTok (n=1,170), Instagram (n=2,978), and YouTube (n=644), analyzing their activity between July 1, 2024 – December 31, 2024, to determine average performance against a predetermined set of KPIs. These benchmarks include organic, boosted, and promoted content but exclude paid ads. They apply to handles with at least 1K followers, covering both customers and non-customers. The results have been published in separate reports broken down into the following industries: beauty, fashion, luxury, media, publishing, CPG, food and beverage, retail, home, travel, wellness, and real estate.



Defining the Home Industry

The home industry is the sector for lifestyle products and decor for consumers looking for inspiration to transform their living space.



KPIs

Average Monthly Growth Rate

The average number of followers added on a monthly basis.

Why It Matters: It helps brands understand the rate at which the industry is growing and how they measure up.

Average Reach Per Post

The average number of unique accounts that see your post.

Why It Matters: It helps brands understand the number of unique people its message reaches. This is important because it provides insight into brand awareness.

Average Entertainment Score (TikTok and Instagram Reels)

The Entertainment Score is a proprietary Dash Social metric and is scored against a global database of industry benchmarks.

Why It Matters: It helps brands understand how entertained its audience is by a TikTok or Reel.

Average Engagement Rate

The average engagement each post receives. Each platform calculates engagement rate differently.

Why It Matters: It helps brands understand the rate at which the industry is growing and how they measure up.

Average Effectiveness Rate (Instagram and Facebook)

A Dash Social metric that includes video views as a way to understand video performance.

Why It Matters: It helps brands understand how posts were received by those who saw it, rather than the brand's total Followers.

Average Number of Weekly Posts

The average number of posts brands share per week.

Why It Matters: It helps determine the right cadence for posting.

Average Video Views

The average number of views each video receives, this includes rewatches.

Why It Matters: Users watching video more often have a higher likelihood of remembering brand messages or products.

Average Shares Per Post

The average number of times each piece of content is shared.

Why It Matters: Shares indicate that content resonates with users and is deemed 'shareable'.

Average Comments Per Post

The average number of comments that each post receives.

Why It Matters: Comments signify community and suggest that users connect with the video.



Cross-Channel Trends

TikTok Is Still the Most Engaging Platform

When measured using the same calculation, TikTok (4.7%) leads Instagram (4.0%) and YouTube (3.6%) in engagement.

Brands Prioritize TikTok for Short-Form Video, and It Drives Strong Views

With 6 posts a week, averaging 166.5K views, brands are prioritizing short-form video—surpassing Instagram Reels (4 posts, 108.9K views) and YouTube Shorts (3 posts, 45K views).

Shares Continue to Increase on TikTok and Instagram

Shares have doubled on TikTok (142 to 289 avg. per post) and increased on Instagram (363 to 552) over six months, solidifying their role in engagement.



@allrecipes





Growth Continues Across All Brand Sizes

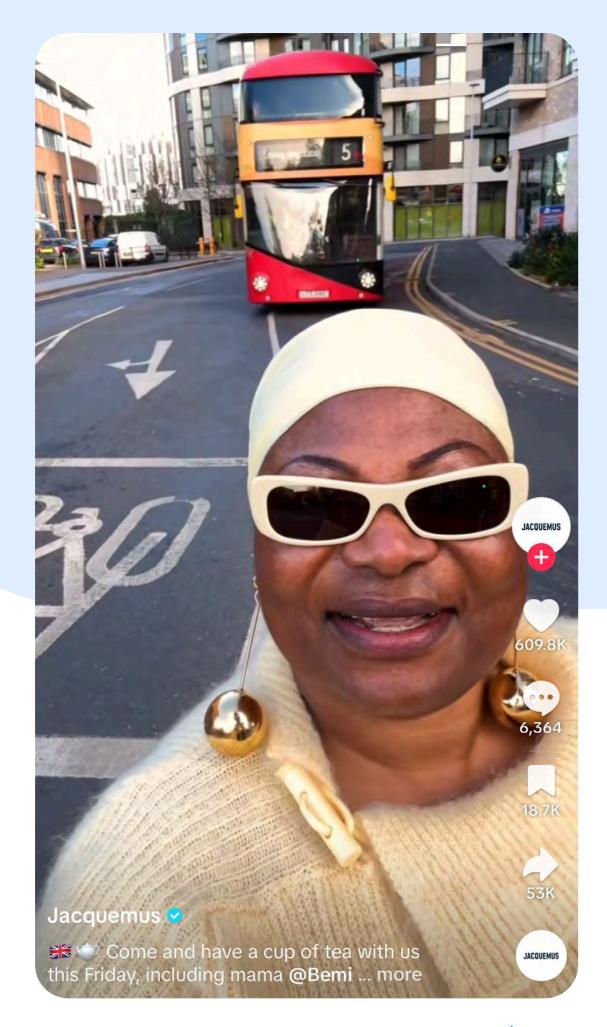
Brands grow an average of 4.7% per month. Growing brands lead with 9.2% monthly growth, while established (4.4%) and large brands (2.8%) expand at a slower rate.

Brands Are Reaching More People

Compared to six months ago, brands see higher video views (+26%), increased reach (+10%) and more shares (+68%) on average.

More Posts, Higher Engagement – Especially for Large Brands

Large brands post more frequently and see higher engagement rates. Smaller brands post less, which may impact their engagement. Consistent posting could be a key factor in driving interactions.



<u>@jacquemus</u>



O Instagram Trends

Brands Post More Static Content Than Reels

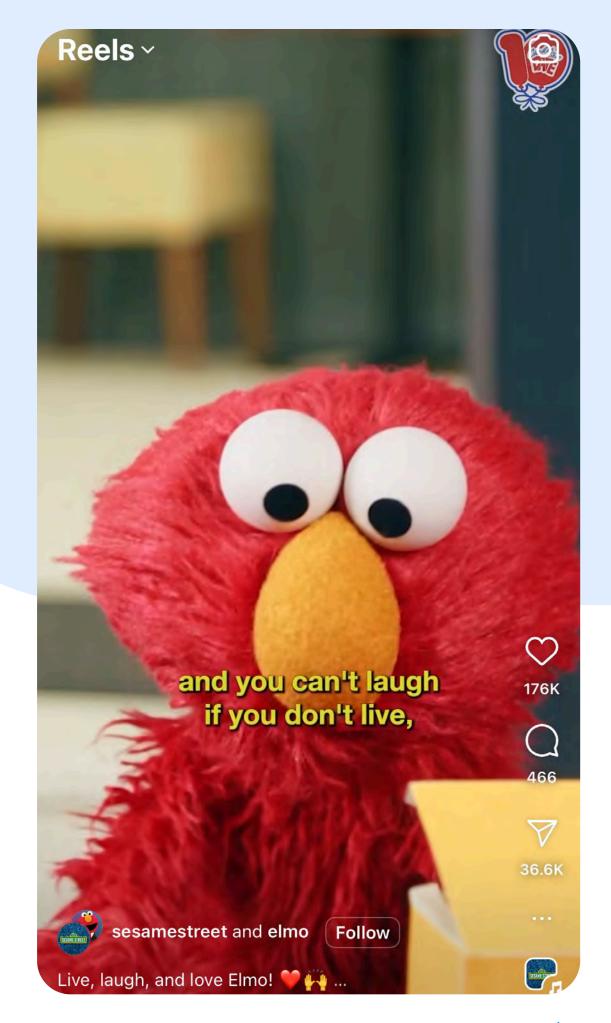
Brands favor static posts over Reels on Instagram, averaging five static posts for every four Reels per week.

Follower Growth Stalls, Making Engagement Key

With brands seeing just 0.6% monthly follower growth – unchanged over the past year – engagement and impressions have come into focus as the metrics to optimize.

Engagement Rate by Impressions Shows Platform Activity

Measuring engagement based on impressions (4.0%) rather than followers (0.3%) provides a clearer view of audience activity, highlighting an engaged and active platform.



<u>@elmo</u>



YouTube Trends

YouTube Video Views Have Declined Over the Past Six Months, Driven by Shorts

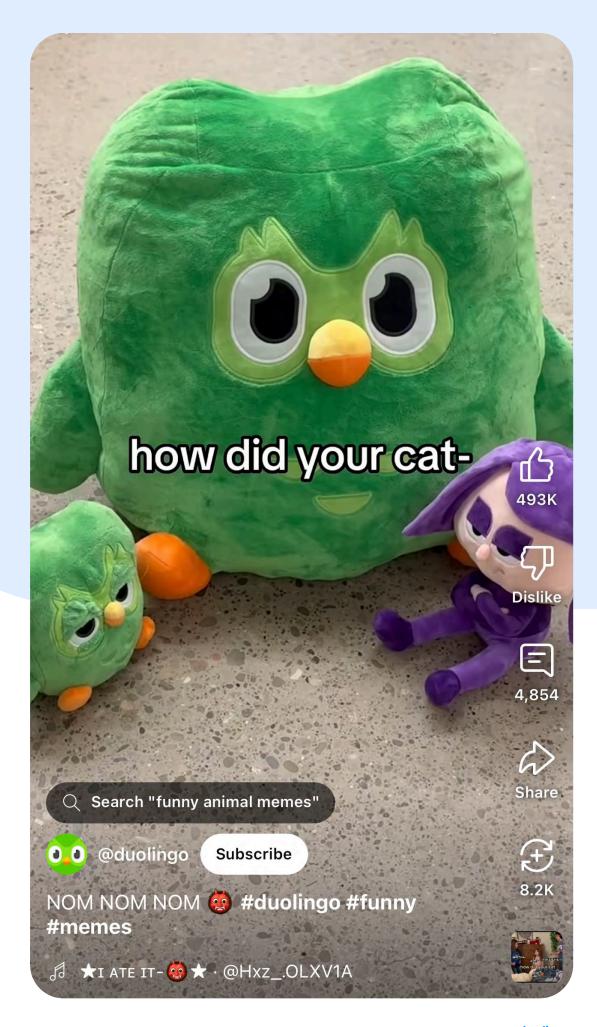
The average video views per post dropped from 89.5K in the first half of 2024 to 69.4K in second half of 2024. Shorts saw a significant decrease (45K vs. 81K), while On-Demand views remained steady (90.7K vs. 95.6K).

Longform Content Continues To Receive More Views Than Shorts

Longform content drives more views than Shorts, with On-Demand videos averaging 90.7K views compared to 45K for Shorts.

Media Brands Generate the Highest Video Views

Unsurprisingly, the top-ranking brands for video views belong to the media industry, reinforcing YouTube's role as an entertainment platform rather than a hub for brand communities.



duolingo



Home Brands Experience Rapid Growth and Rising Interest in Video

- Home brands experience a rise in followers (10.4% monthly growth) and higher video views (96.2K vs. 60.7K per post), signaling growing interest in content.
- Brands maintain a steady posting cadence (four static posts, two Reels per week), with Reels' entertainment value rising from 3.7 to 4.0.
- Home brands post twice a week on YouTube, with strong 75% viewer retention. Shorts have yet to gain traction, trailing standard videos in views (4.8K vs. 73.1K).

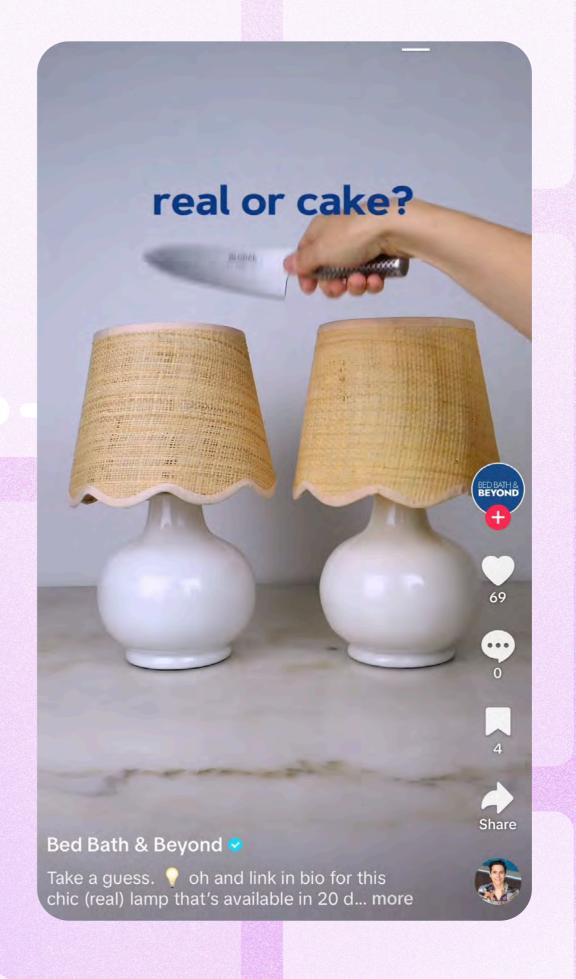
Average Home Engagement Rate and Video Views Per Post

H1 2025

	♂ TikTok	O Instagram	◯ YouTube
Engagement Rate	3.3% -3%	0.1% -50%	-
Video Views	96.2K +58%	76.9K -10%	40.5K -33%
Compared to H2 2024 benchmark report			







Average TikTok Performance Across All Industries

	Follower Count	Weekly Posts	Monthly Follower Growth Rate*	Video Views Per Post	Shares Per Post	Reach Per Post*	Entertainment Score*	Engagement Rate
Overall	455.2K	6	4.7%	166.5K	289	116.6K	3.6	4.0%
Growing Brands (0 - 11.5K Followers)	4.3K	2	9.2%	14.9K	11	8.4K	3.3	3.3%
Established Brands (11.5K - 110K Followers)	46.9K	4	4.4%	69.0K	47	40.0K	3.3	3.4%
Large Brands (110K+ Followers)	1.OM	8	2.8%	229.1K	432	164.4K	3.7	4.3%

Engagement Rate = (Likes + Comments + Shares) / Video Views



Brands are growing and reaching more people. Smaller brands grow faster, but large brands post more and see higher engagement.

Consistent posting may drive visibility and interactions.



^{*}Customer data only

Average TikTok Performance By Industry

	Beauty	CPG	Fashion	Food and Beverage	Home	Luxury	Media	Publishing	Real Estate	Retail	Travel	Wellness
Follower Count	435.7K	451.9K	235.5K	742.3K	153.8K	605.2K	1.2M	577.6K	52.4K	368.5K	258.4K	73.9K
Weekly Posts	6	4	5	2	3	3	14	10	2	4	2	3
Monthly Follower Growth Rate*	3.0%	3.9%	3.6%	2.9%	10.4%	8.1%	6.6%	5.5%	**	6.0%	4.1%	4.0%
Video Views Per Post	113.8K	131.2K	126.4K	205.6K	96.2K	339.4K	290.9K	167.0K	99.8K	148.0K	245.9K	53.6K
Shares Per Post	101	187	100	340	108	228	810	415	75	123	282	42
Reach Per Post*	71.2K	73.5K	75.2K	117.1K	58.4K	154.5K	250.5K	141.5K	**	85.0K	52.9K	33.5K
Entertainment Score*	3.6	3.8	3.2	3.5	3.4	3.3	3.6	4.0	**	3.0	3.6	3.3
Engagement Rate	3.9%	3.4%	3.2%	3.7%	3.3%	3.7%	4.7%	5.1%	3.1%	3.1%	3.7%	3.1%

^{*}Customer data only



^{**}Limited data available

Average TikTok Performance Across Home Industry

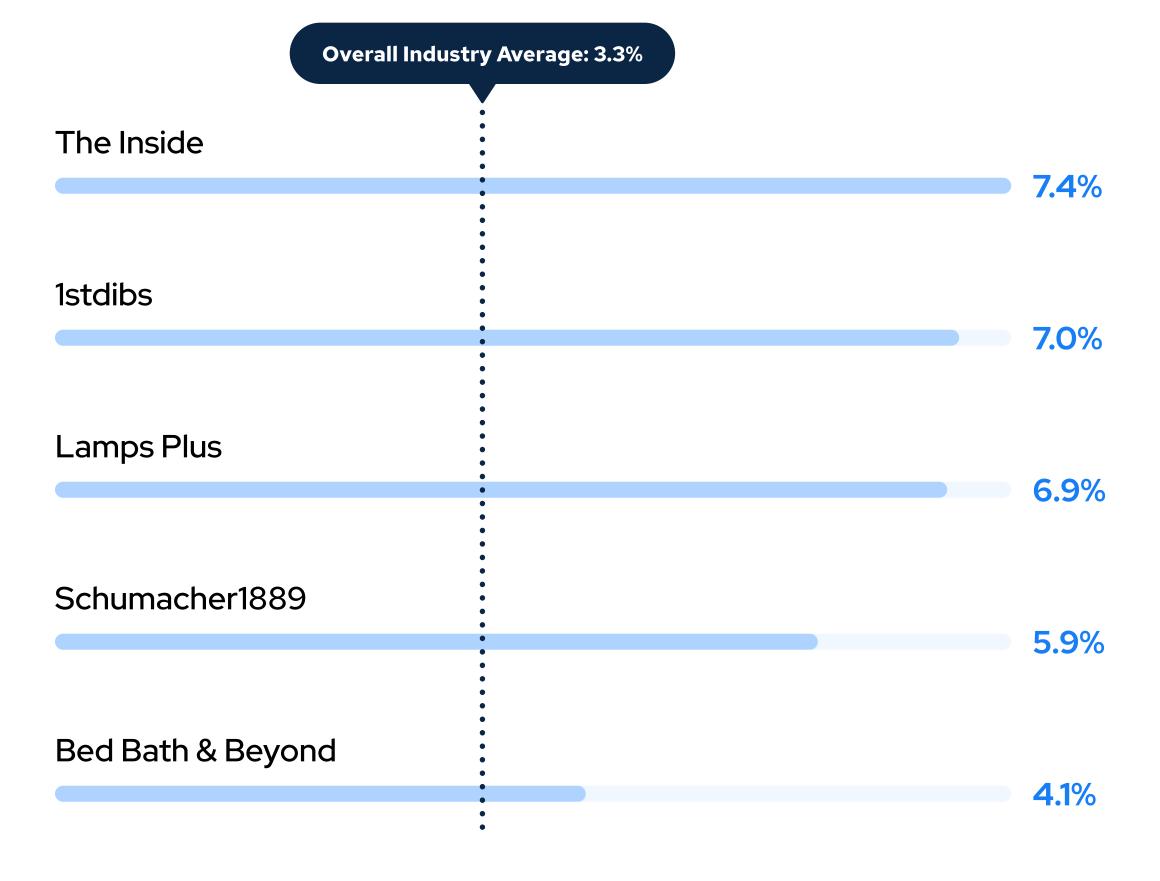
	Follower Count	Weekly Posts	Monthly Follower Growth Rate*	Video Views Per Post	Shares Per Post	Reach Per Post*	Entertainment Score*	Engagement Rate
Overall	153.8K	3	10.4%	96.2K	108	58.4K	3.4	3.3%
Growing Brands (0 - 11.5K Followers)	3.5K	2	19.6%	11.1K	8	7.4 K	3.4	3.7%
Established Brands (11.5K - 110K Followers)	42.4K	3	2.0%	101.3K	52	63.3K	3.5	3.0%
Large Brands (110K+ Followers)	573.4K	5	**	150.6K	223	**	**	3.4%



^{*}Customer data only

^{**}Limited data available

Top Home Brands by Engagement Rate





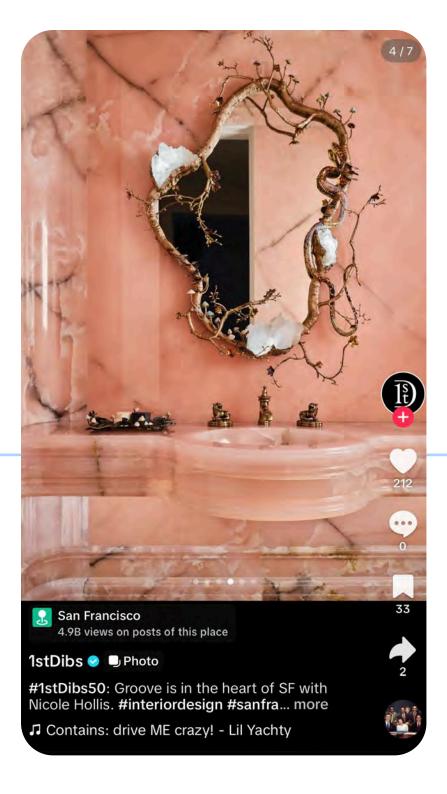
THE INSIDE

The Inside resonates on TikTok by revealing how to create statement-making rooms without sacrificing personal style. Short, impactful "room makeovers" let followers visualize design transformations in real time. The brand's approachable tone entices viewers to comment with their own ideas, fueling a strong engagement rate.

The Inside outperforms the average Engagement Rate for home brands by 124%.



Winning Formulas for Creating Entertaining TikTok Content



1°DIBS

1stdibs entertains home and fashion enthusiasts with curated showcases of art, antiques and luxury furnishings, delivered through beautifully shot TikTok videos. This blend of sophistication and storytelling secures 1stdibs a high average Entertainment Score.

Entertainment Score

9.9/10

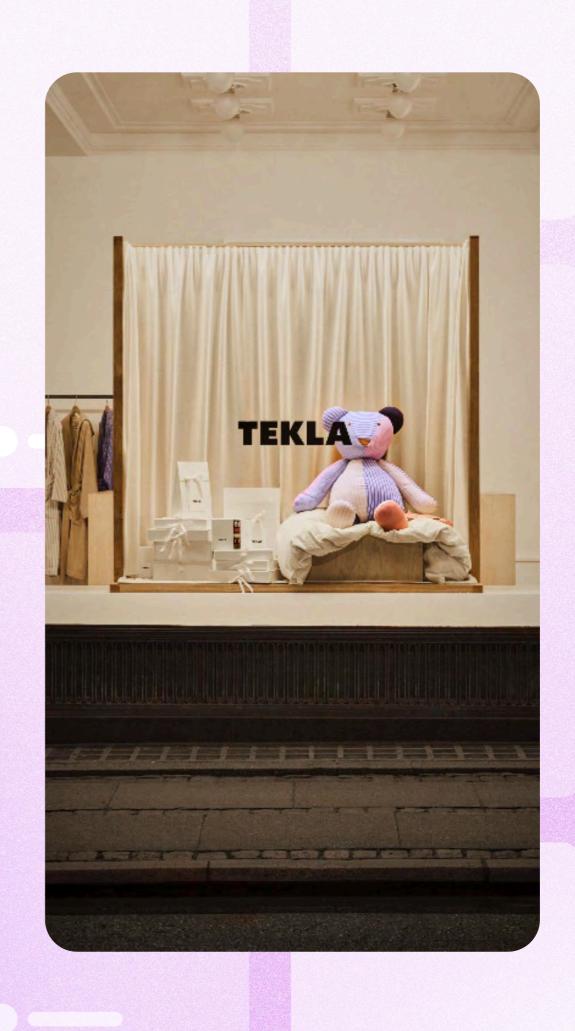
Compared to the home industry average of **3.4**, and 1stdibs own average of **7.2**.

Top Home Brands by Entertainment Score

Overall Average	
	3.4
1-4-1:1	
1stdibs	7.2
	1.2
The Inside	
	6.6
MADE.com	
	6.1







O Average Instagram Performance Across All Industries

	Follower Count	Weekly Posts (Reels)	Weekly Posts (Carousel and Image)	Monthly Follower Growth Rate	Reach Per Post*	Shares Per Post*	Video Views Per Post* (Reels)	Entertainment Score* (Reels)	Effectiveness Rate*	Engagement Rate
Overall	2.2M	4	5	0.6%	172.9K	552	108.8K	4.6	11.6%	0.3%
Growing Brands (0 – 190K Followers)	89.9K	2	2	0.8%	7.6K	31	7.6K	4.4	14.7%	0.3%
Established Brands (190K - 1.1M Followers)	497.9K	3	4	0.6%	37.9K	153	36.5K	4.2	13.6%	0.3%
Established Brands (1.1M+ Followers)	7.3M	7	10	0.5%	326.6K	1.0K	207.5K	5.1	9.1%	0.3%

*Customer data only

Engagement Rate = (Likes + Comments) / Followers



Dash Social Insight

Building community is key as audience growth slows. Brands should prioritize content that sparks engagement.

O Average Instagram Performance By Industry

	Beauty	CPG	Fashion	Food and Beverage	Home	Luxury	Media	Publishing	Retail	Real Estate	Travel	Wellness
Follower Count	2.4M	2.4M	3.6M	1.6M	998.9K	7.4M	7.1M	5.5M	3.4M	189.2K	1.6M	715.6K
Weekly Posts (Reels)	6	2	3	3	2	2	15	7	4	3	2	2
Weekly Posts (Carousel and Image)	4	2	5	2	4	4	16	17	4	4	3	3
Monthly Follower Growth Rate	0.6%	0.6%	0.6%	0.6%	0.6%	0.6%	0.7%	0.5%	0.6%	1.0%	1.0%	0.8%
Shares Per Post*	141	177	87	326	153	165	1.6K	656	102	**	301	269
Entertainment Score* (Reels)	4.8	4.8	3.6	5.3	4.0	5.0	5.7	4.7	3.5	**	5.3	3.8
Reach Per Post*	75.1K	53.2K	52.9K	62.8K	50.4K	101.4K	435.1K	240.6K	55.3K	**	56.5K	41.7K
Effectiveness Rate*	11.3%	13.4%	8.0%	13.6%	9.4%	9.4%	15.7%	10.4%	8.5%	**	14.6%	12.4%
Engagement Rate	0.2%	0.3%	0.1 %	0.3%	0.1%	0.2%	0.4%	0.3%	0.1%	0.3%	0.4%	0.2%

^{*}Customer data only

^{**}Limited data available



O Average Instagram Performance Across Home Industry

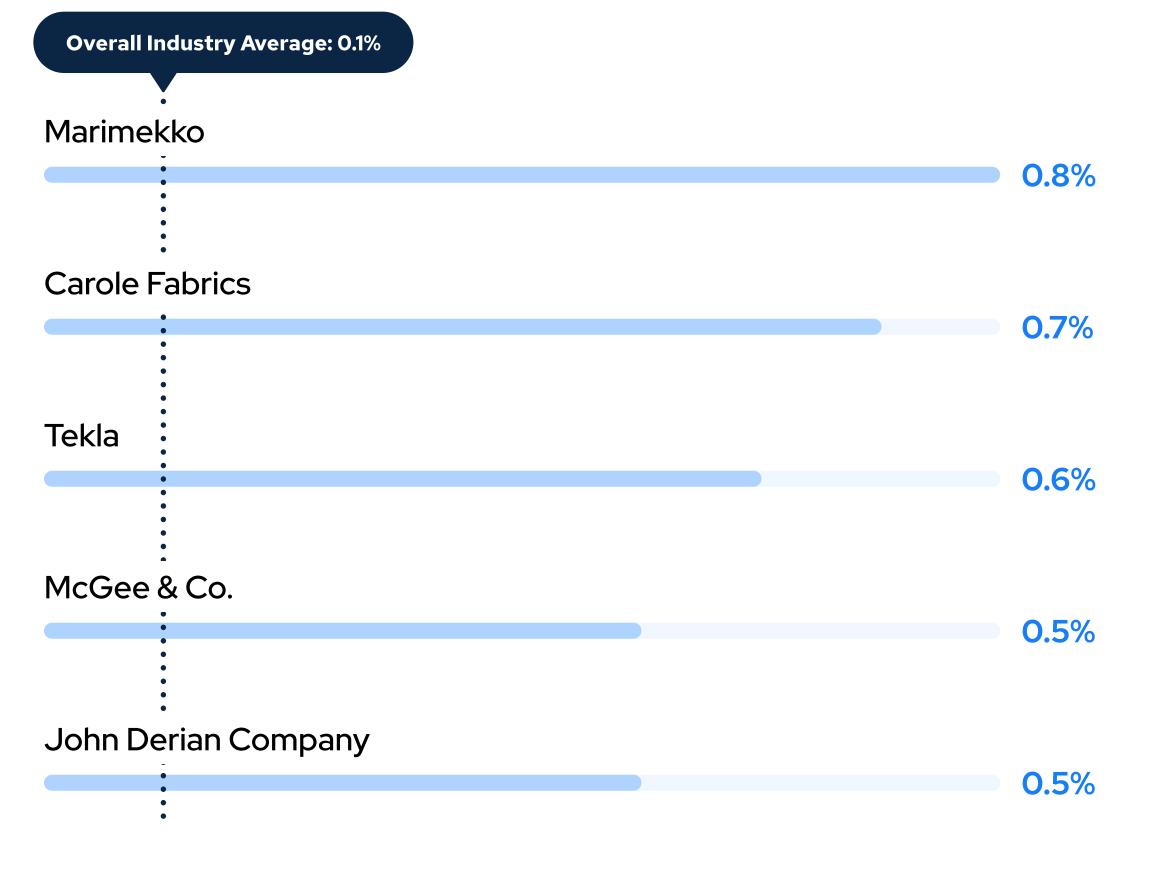
	Follower Count	Weekly Posts (Reels)	Weekly Posts (Carousel and Image)	Monthly Follower Growth Rate	Reach Per Post*	Shares Per Post* (Reels)	Video Views Per Post* (Reels)	Entertainment Score* (Reels)	Effectiveness Rate	Engagement Rate
Overall	998.9K	2	4	0.6%	50.4K	153	76.9K	4.0	9.4%	0.1 %
Growing Brands (0 – 190K Followers)	103.3K	1	3	0.8%	4.5K	14	5.0K	3.9	10.9%	0.2%
Established Brands (190K - 1.1M Followers)	472.8K	2	4	0.5%	24.6K	59	29.1K	3.0	8.3%	O.1%
Established Brands (1.1M+ Followers)	2. 7 M	4	6	0.4%	**	**	**	**	**	O.1%



^{*}Customer data only

^{**}Limited data available

O Top Home Brands by Engagement Rate



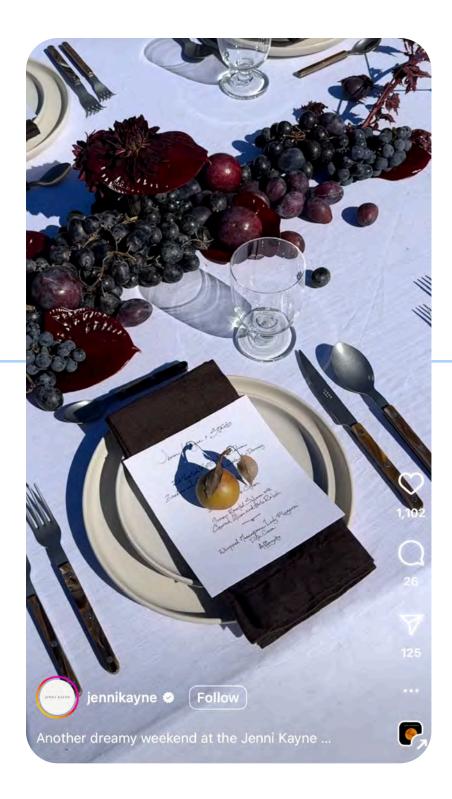


marimekko

Marimekko's Instagram combines vibrant prints with lifestyle snapshots, creating a feed that's unmistakably bold and cheerful. Each post provides a window into the brand's playful Scandinavian aesthetic, inspiring followers to share how they incorporate Marimekko into everyday life.

Marimekko outperforms the average Engagement Rate for home brands by 700%.

Winning Formulas for Creating Entertaining Reels Content



jenni kayne home

Jenni Kayne Home captivates Instagram users through tranquil vignettes of serene living spaces. Soft color palettes, calming visuals and concise decorating tips immerse viewers in a laid-back California lifestyle.

Entertainment Score

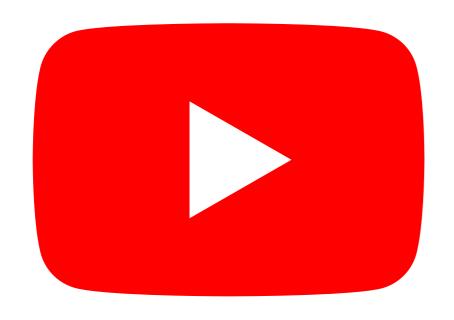
8.8/10

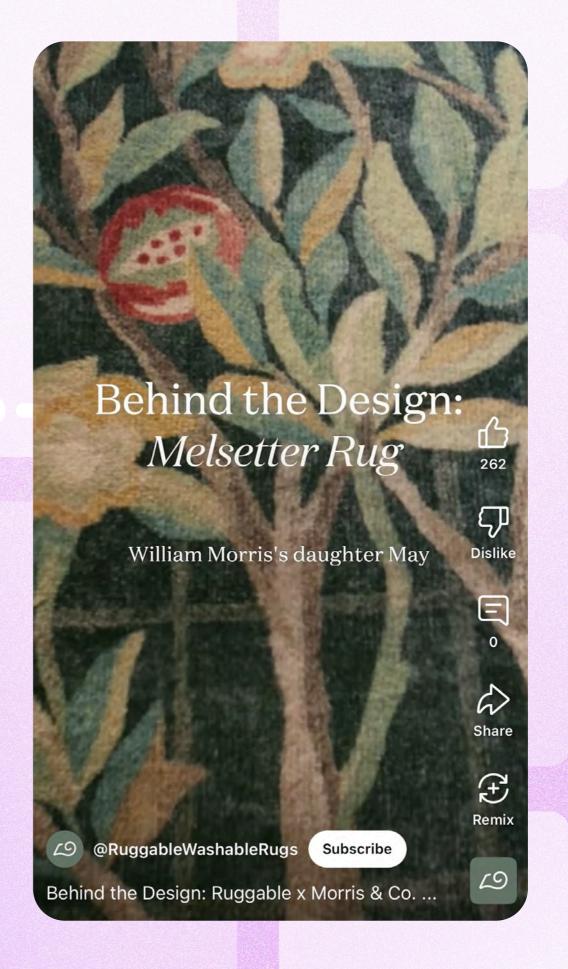
Compared to the home industry average of **4.0**, and Jenni Kayne Home's own average of **7.0**.

Top Home Brands by Entertainment Score

Overall Average	
	4.0
Jenni Kayne Home	
	7.0
Amazon Home	
	6.5
Banana Republic Home	
	6.4









Average YouTube Performance Across All Industries

	Subscriber Count	Weekly Videos	Monthly Follower Growth Rate*	Likes Per Post	Shares Per Post	Percentage Viewed*	Video Views Per Post
Overall	1.1M	5	1.9%	1.3K	75	64%	69.4K
Growing Brands (0 – 20K Followers)	6.1K	2	2.9%	95	4	83%	26.4K
Established Brands (20K – 150K Followers)	68.8K	4	1.7 %	190	7	59%	35.7K
Large Brands (150K+ Followers)	2.9M	9	1.2%	1.9K	130	61%	91.9K

*Customer data only



Dash Social Insight

Focus on creating high-quality content to maximize video views on YouTube, especially for brands outside the media industry looking to compete in an entertainment-driven platform.

Average YouTube Performance By Industry

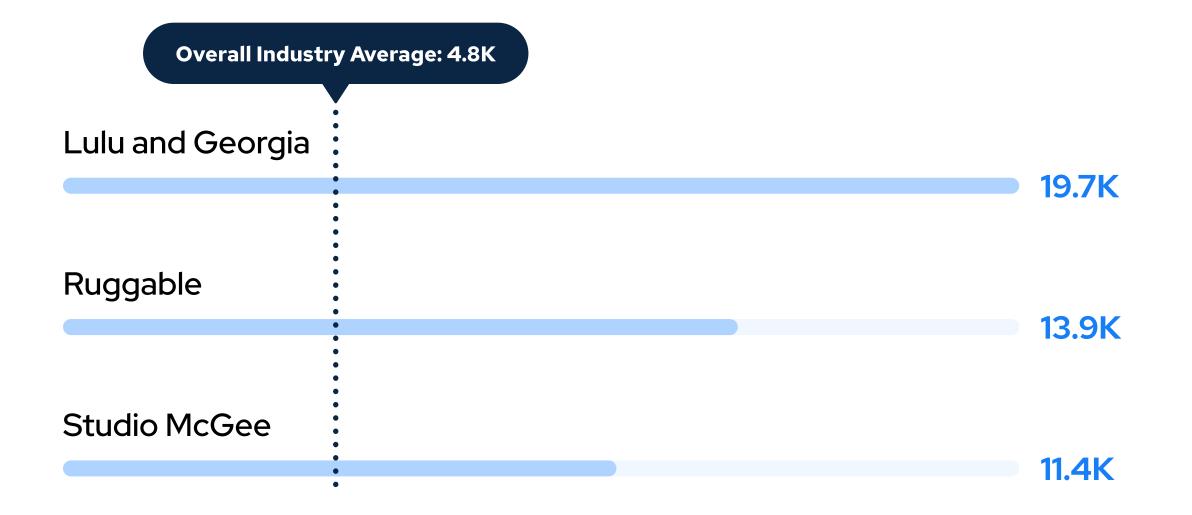
	Beauty	CPG	Fashion	Food and Beverage	Home	Luxury	Media	Publishing	Real Estate	Retail	Travel	Wellness
Subscriber Count	123.1K	1.0M	59.4K	270.4K	99.1K	465.4K	5.9M	933.6K	33.0K	487.6K	193.8K	296.8K
Weekly Videos	4	2	5	2	2	2	19	13	1	4	7	2
Monthly Follower Growth Rate	1.9%	3.0%	1.4%	0.6%	3.8%	1.8%	1.2%	1.7 %	2.8%	1.4%	1.2%	3.0%
Likes Per Post*	872	7 91	175	299	156	701	1.8K	618	96	338	24	312
Shares Per Post*	18	13	5	37	18	32	155	122	2	14	3	15
Percentage Viewed*	92%	75 %	82%	**	**	**	50%	58%	**	75 %	**	**
Video Views Per Post	54.1K	80.5K	54.9K	49.5K	40.5K	79.1K	84.7K	28.0K	33.0K	113.0K	16.6K	79.2 K

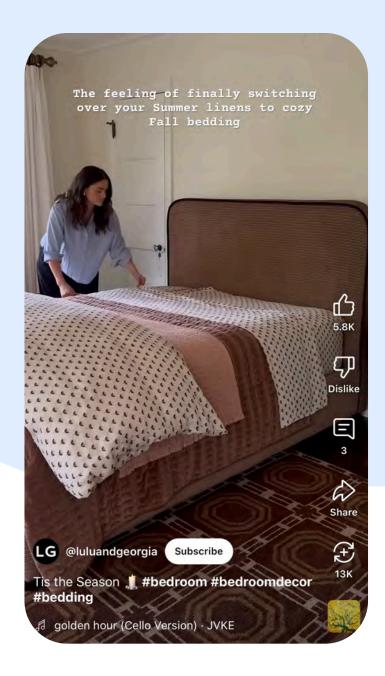
^{*}Customer data only



^{**}Limited data available

Top Home Brands by Shorts Video Views





LULU AND GEORGIA

Lulu and Georgia excels on YouTube Shorts by presenting quick, stylish home tours and decorating hacks. Their knack for blending practicality with aspirational design fosters a loyal following eager for more minimakeovers.

Lulu and Georgia outperforms the average video views for home brands by 310%.



What We Can Learn From Home Brands' Strategies

Showcase Transformation

Visual "before and after" or makeover content performs exceptionally well in the home industry.

Emphasize Lifestyle Storytelling

Beyond selling products, brands that show how items fit into real-life scenarios often see higher engagement.

Provide Short, Impactful Tips

Concise tutorials or style hacks capture audiences' attention quickly and encourage shares.

Featured Dash Social Customers

amazon	Ruggable	marimekko
STUDIO MGGEE	M⊆GEE & CO.	LULU AND GEORGIA
jenni кayne ноте	1 ^s DIBS	TEKLA
THE INSIDE	SCHUMACHER	carole ₁





Outsmart Social

The social media management platform for owned, earned and paid content, with insights and workflow tools that save time — so you and your team can get back to marketing.

- ✓ Manage multiple social media accounts across channels
- Easily discover, manage and measure influencer partnerships
- Leverage AI to increase speed and make better decisions
- Maximize the power of community

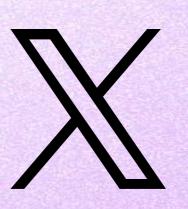


Get a Demo











Average Facebook Performance Across All Industries

	Follower Count	Weekly Posts	Monthly Growth Rate	Reach	Engagement Rate*	Effectiveness Rate
Overall	1.1M	28	0.3%	34.8K	4.4%	8.5%
Growing Brands (0 – 100K Followers)	36.8K	4	0.7%	4.0K	3.9%	12.2%
Established Brands (100K – 850K Followers)	346.3K	21	0.2%	14.9K	4.2%	8.0%
Large Brands (850K+ Followers)	3.5M	67	0.03%	45.9K	4.5%	8.4%



Dash Social Insight

Smaller brands grow faster and achieve higher effectiveness with fewer posts, while larger brands maintain reach through higher posting frequency.

^{*}Calculation: (Reactions + Comments + Shares + Post Clicks) / Impressions

Average Pinterest Performance Across All Industries

	Follower Count	Weekly Posts	Monthly Growth Rate
Overall	252.8K	24	0.7%
Growing Brands (0 – 8K Followers)	2.7K	8	1.4%
Established Brands (8K – 105K Followers)	39.4K	17	0.5%
Large Brands (105K+ Followers)	737.9K	48	0.2%



Dash Social Insight

Smaller brands grow faster,
while larger brands gain more
video views but have lower
engagement.

^{*}Calculation: (Outbound Clicks + Saves + Pin Clicks) / Impressions

in Average LinkedIn Performance Across All Industries

	Follower Count	Weekly Posts	Monthly Growth Rate	Impressions	Likes	Clicks	Engagement Rate*
Overall	85.0K	2	2.4%	10.7K	127	693	6.0%
Growing Brands (0 – 12K Followers)	4.7K	1	2.4%	1.5K	30	117	8.3%
Established Brands (12K – 50K Followers)	26.5K	2	1.4%	3.2K	46	206	6.3%
Large Brands (50K+ Followers)	222.6K	3	0.9%	16.9K	192	1.1K	5.3%



Dash Social Insight

Large brands achieve greater reach on LinkedIn, while smaller brands see stronger engagement, indicating that audience size alone does not determine impact.

^{*}Calculation: (Clicks + Reactions + Comments + Reposts) / Impressions

X Average X Performance Across All Industries

	Follower Count	Weekly Posts	Monthly Growth Rate	Impressions	Likes	Total Engagements	Engagement Rate*
Overall	876.1K	91	-0.2%	13.3K	32	198	1.8%
Growing Brands (0 – 12.5K Followers)	5.8K	8	-0.3%	3.7K	5	16	3.8%
Established Brands (12.5K – 200K Followers)	70.5K	41	-0.2%	3.8K	16	68	2.7%
Large Brands (200K+ Followers)	2.1M	176	-O.1%	15.7K	36	231	1.6%



Dash Social Insight

Brand growth is declining, and impressions remain low relative to audience size. However, engagement rates indicate that the audience reached is interacting with the content.

^{*}Calculation: (Reposts + Replies + Likes + Clicks) / Impressions