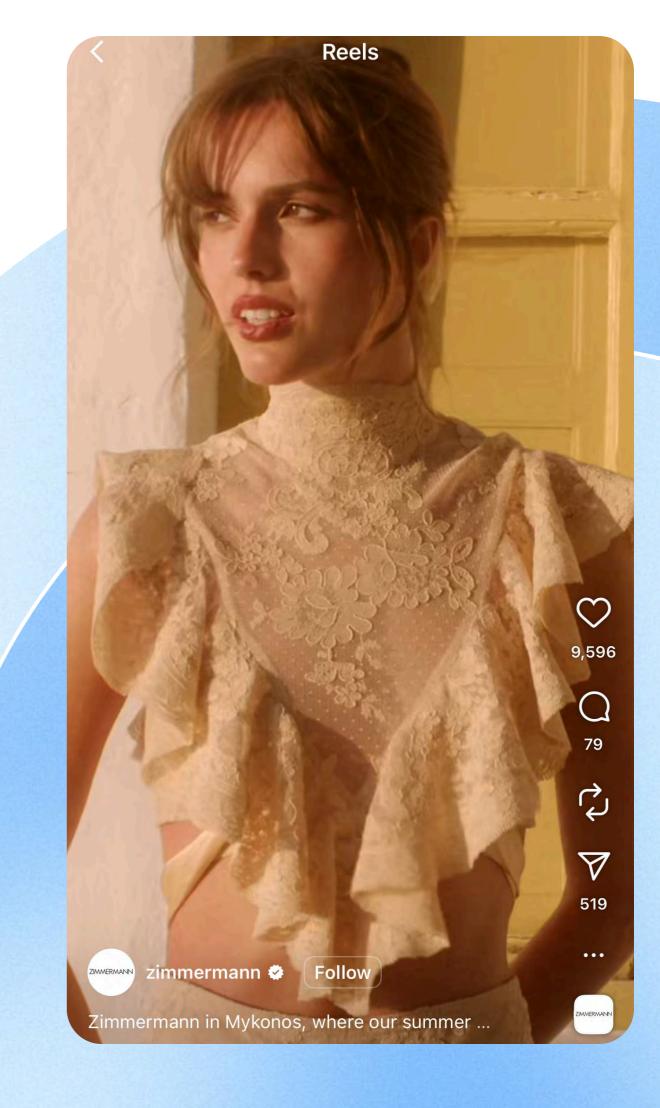


# Social Media Benchmark Report

**Fashion Industry** 



















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acebook, Pinterest, LinkedIn, Threads and X at a Glance					

Cover image: @zimmermann



# 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 Issue 2 2025 Social Media Benchmark Reports, Dash Social pulled a sample of global companies across TikTok (n=970), Instagram (n=2,967), and YouTube (n=630), analyzing their activity between January 1, 2025 – June 30, 2025, 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, CPG, children and baby, fashion, food and beverage, health and wellness, home, luxury, media and entertainment, publishing, retail, and travel and hospitality.



# **Defining the Fashion Industry**

The fashion industry includes apparel, footwear, accessories and textiles, driven by trends and cultural influences.



# **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 / 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 Leads in Engagement.

Using the same engagement rate calculation, TikTok (5.0%) leads Instagram (3.6%) and YouTube (3.4%) in engagement.

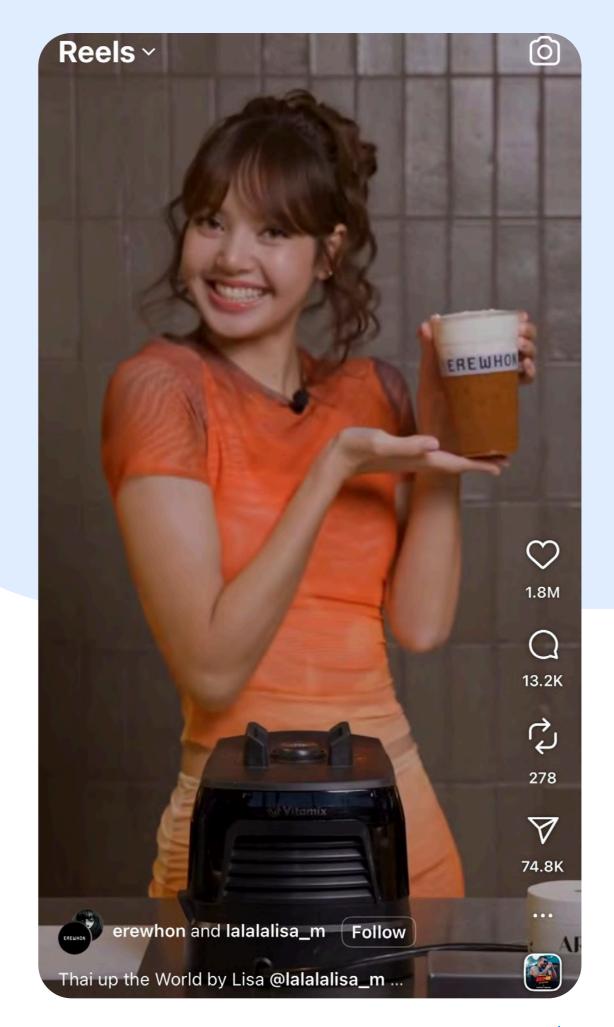
Engagement Rate is calculated using (Likes+Comments+Shares)/Reach for TikTok and Instagram, and Video Views for YouTube.

# Instagram Drives the Greatest Reach.

On average, Instagram drives +42% more reach than TikTok.

# YouTube Has a Strong Subscriber Base but Lower Engagement.

YouTube has a large audience (1.2M average) but lower engagement and views than other channels, especially for Shorts.



@erewhon





# Viewership Is Trending Up.

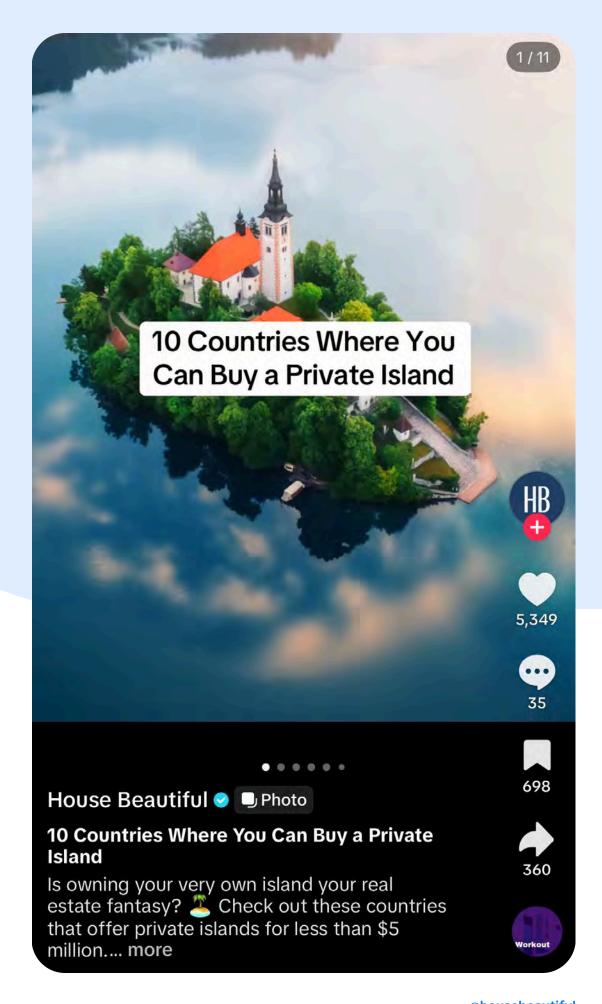
Despite uncertainty around TikTok's future in the United States, viewership continues to grow. Over the past six months, reach grew +25%, shares +31%, and views +26%, signaling stronger audience interaction.

# Follower Growth Slows, Indicating Shift in Behavior.

Brands grew at an average rate of +3.4% per month, the slowest rate since tracking began. The slowdown could reflect changing user behavior and a move away from following accounts.

### Most Users Do Not Finish Videos.

On average, only 10% of users watch a full TikTok. Viewers typically consume about 30% of a video, suggesting shorter, higher-impact content may better capture attention.



@housebeautiful



# **O** Instagram Trends

# Carousels Lead in Both Reach and Engagement.

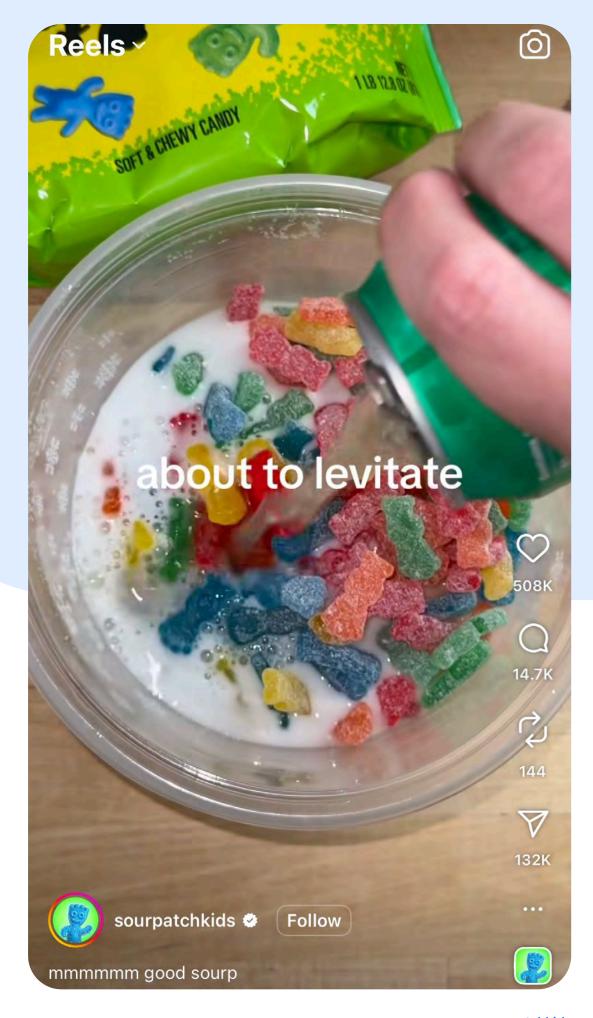
Carousels deliver the strongest results across formats (2.9%, 363.3K per post), outperforming single images (2.3%, 337.3K) and Reels (2.7%, 289.5K).

### **Shares Have Doubled.**

The average number of shares per post has increased by +86% in six months, showing that shareable content fuels interaction and is one of the main ways people engage on Instagram.

# **Quality Over Quantity.**

Reach and views are rising while engagement remains steady, demonstrating that posting more does not make audiences more engaged. Brands like Elmo and Sour Patch Kids post two to three times a week yet achieve stronger results with higher-quality, engaging content.



<u>@sourpatchkids</u>



# YouTube Trends

# On-Demand Video Views Rise, Shorts Decline.

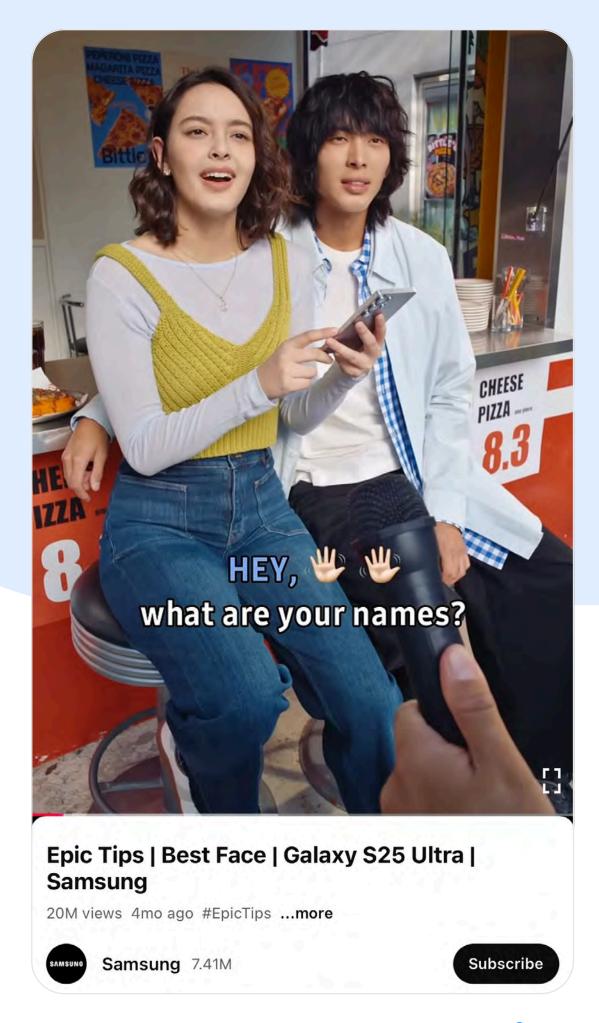
Average views per post are up +121% for On-Demand video and down -20% for Shorts compared to six months ago.

# Users Are Watching Longer.

Average watch time per video has increased from 64% to 86%, with retention at 99% for Shorts and 65% for On-Demand.

# On-Demand Drives Reach, Shorts Drive Engagement.

On-Demand videos generate nearly six times more views than Shorts. While Shorts see fewer views but significantly more likes, comments, and shares.



@Samsung



### **Fashion Industry Insights**

# Awareness Increases but Engagement and Entertainment Dip

- Video views are up +33% and reach is up +28% over six months.

  Engagement rate slips from 3.2% to 3.0%, and Entertainment Score ticks down from 3.2 to 3.1.
- Reach is consistent compared to six months. Shares, at 114 per post, and saves, at 169 per post, trail view growth and other industries.
- Brands average 93.4K views per post with 94% retention. On-Demand leads Shorts, 264.9K versus 19.9K views per post.

# Dash Social Insight

Engagement has fallen slightly, while reach and views continue to grow. Prioritize content that encourages interaction to earn higher engagement rates and Entertainment Scores.

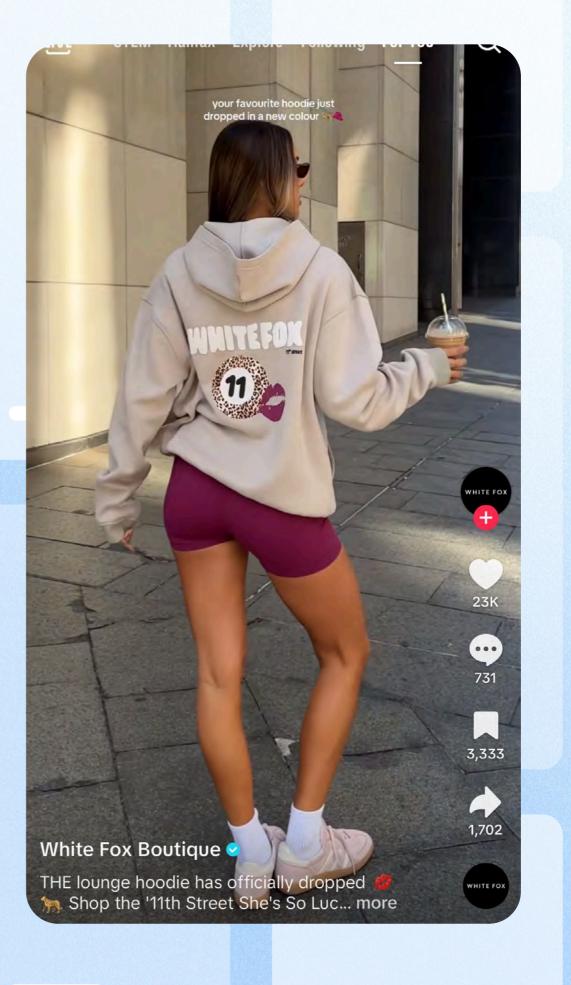
# Average Fashion Engagement Rate and Video Views Per Post

H2 2025

	<b>♂</b> TikTok	O Instagram	<b>▶</b> YouTube
Engagement Rate	<b>3.0%</b> -6%	2.0% no tracking available	-
Video Views	<b>168.1K</b> +33%	97.0K no tacking available	<b>93.4K</b> +70%
Compared to H1 2025 benchmark report  Engagement Rate Formulas  TikTok: Engagements/Video Views   Instagra	<b>m</b> : Engagements/Views		









# Average TikTok Performance Across All Industries

	Follower Count	Weekly Posts	Monthly Follower Growth Rate*	Video Views Per Post	Shares Per Post	Reach Per Post*	Engagements Per Post	Entertainment Score	Engagement Rate	
Overall	498.4K	6	3.4%	209.7K	380	145.2K	8.5K	3.7	4.0%	
<b>Growing Brands</b> (0 - 40K Followers)	13.6K	3	5.6%	31.1K	32	18.2K	439	3.4	3.3%	
Established Brands (40K - 230K Followers)	109.0K	5	2.8%	104.9K	82	61.1K	1.6K	3.3	3.3%	
Large Brands (230K+ Followers)	1.4M	11	1.6%	306.0K	612	219.4K	13.8K	4.0	4.5%	

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



## Dash Social Insight

User behavior is evolving: engagement is on the rise, growth is slower, and completion rates are low. To keep making an impact, brands need to adapt with stronger hooks, punchier content, and focus on quality over volume.

# Average TikTok Performance By Industry

	Beauty	Children and Baby	CPG	Fashion	Food and Beverage	Health and Wellness	Home	Luxury	Media and Entertainment	Publishing	Retail	Travel and Hospitality
Follower Count	489.4K	176.9K	534.4K	269.9K	609.0K	85.0K	171.1K	647.7K	1.4M	566.3K	411.6K	237.8K
Weekly Posts	6	4	4	5	3	3	3	3	20	11	5	3
Monthly Follower  Growth Rate*	1.7%	4.5%	4.2%	3.4%	2.2%	2.6%	5.0%	4.7%	2.7%	4.6%	4.5%	4.6%
Video Views Per Post	171.5K	71.3K	159.2K	168.1K	220.8K	74.1K	96.1K	502.7K	284.2K	220.8K	175.7K	182.8K
Shares Per Post	139	172	230	117	218	73	125	343	832	606	108	266
Reach Per Post*	105.2K	43.9K	101.2K	96.2K	132.9K	42.7K	55.0K	241.7K	244.7K	186.8K	93.0K	64.8K
Engagements Per Post	3.5K	1.7K	3.9K	2.6K	2.5K	685	1.1K	9.6K	17.0K	15.8K	1.9K	3.5K
Entertainment Score*	3.6	3.4	3.7	3.1	3.2	3.6	3.0	3.2	3.9	4.4	2.8	3.4
Engagement Rate	3.9%	3.2%	3.4%	3.0%	3.2%	3.3%	2.7%	3.6%	4.5%	5.2%	2.7%	3.5%

\*Customer data only

Engagements = Likes + Comments + Shares



# Average TikTok Performance Across Fashion Industry

	Follower Count	Weekly Posts	Monthly Follower Growth Rate*	Video Views Per Post	Shares Per Post	Reach Per Post*	Engagements Per Post	Entertainment Score	Engagement Rate
Overall	269.9K	5	3.4%	168.1K	117	96.9K	2.6K	3.1	3.0%
<b>Growing Brands</b> (0 - 40K Followers)	13.5K	3	5.4%	32.7K	23	19.3K	331	3.2	3.2%
Established Brands (40K - 230K Followers)	97.8K	5	2.4%	78.3K	36	41.9K	736	3.2	2.6%
Large Brands (230K+ Followers)	873.2K	9	1.6%	300.4K	222	175.5K	5.0K	3.0	3.1%

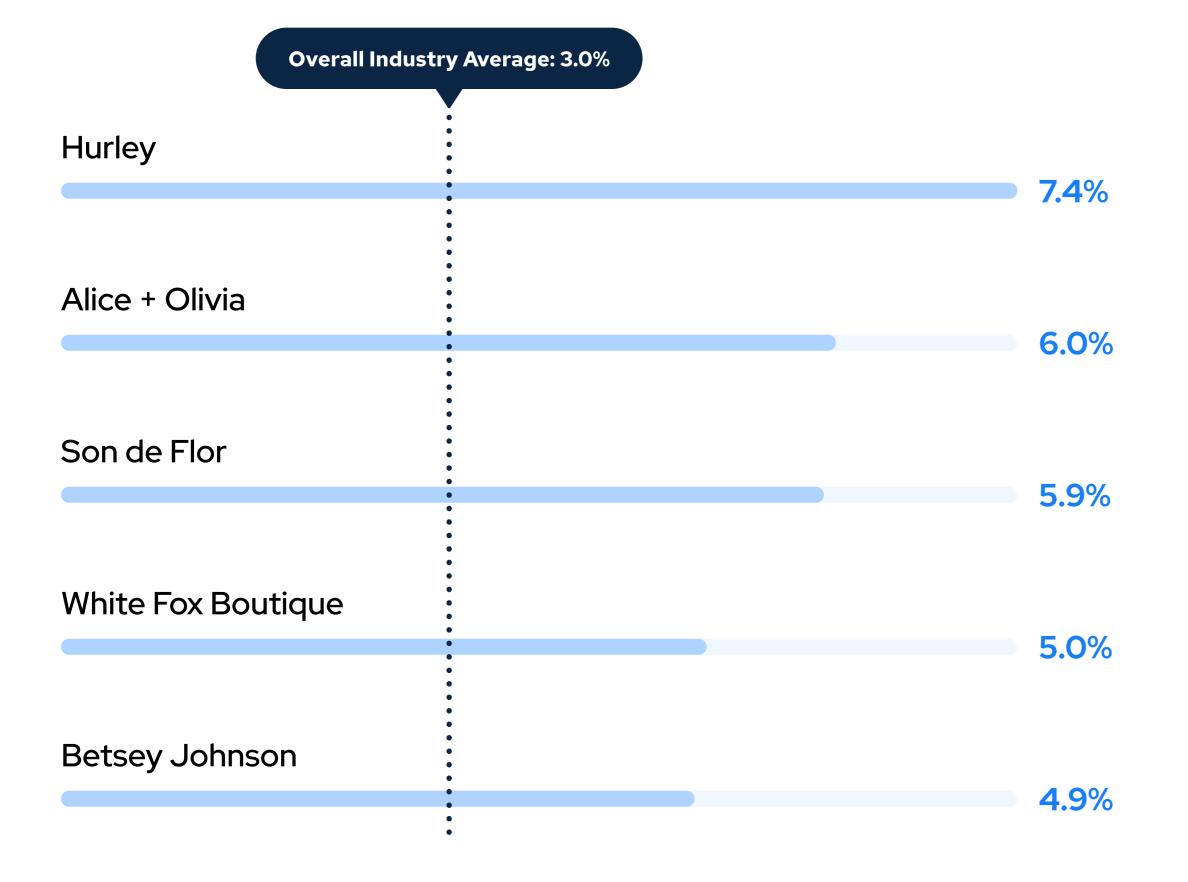
\*Customer data only

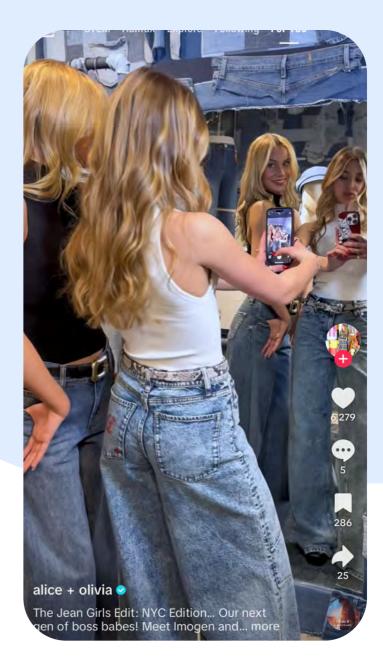
Engagement Rate = (Likes + Comments + Shares) / Video Views

Engagements = (Likes + Comments + Shares)



# Top Fashion Brands by Engagement Rate





alice + olivia

Alice + Olivia earns high engagement with fun try-on videos and quick styling moments. The variety of looks, and the brand's bold style, keeps each post feeling fresh and exciting.

# Winning Formulas for Creating Entertaining TikTok Content



# BODEN

Boden brightens TikTok with colorful outfits and fun transition videos. The brand's signature style helps its content stand out in the saturated industry.

### **Entertainment Score**

7.4/10

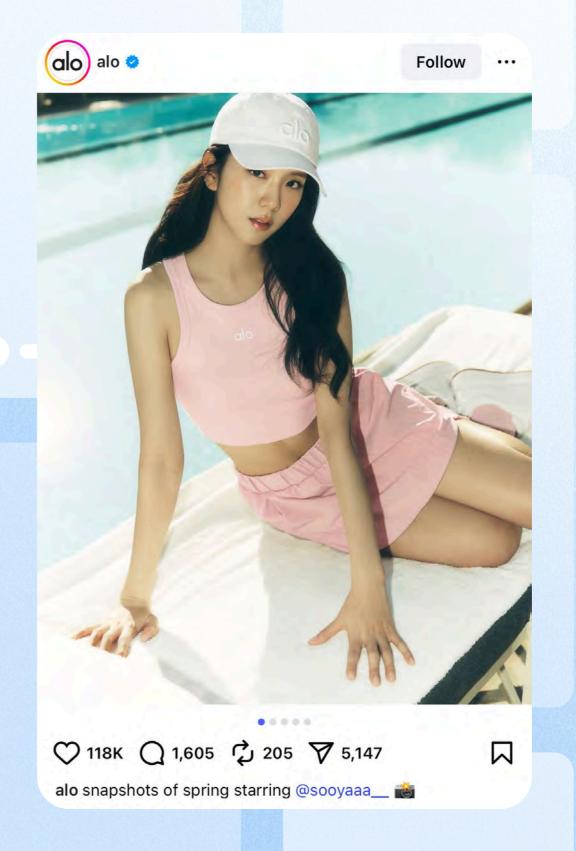
Compared to the fashion industry average of **3.1**, and Boden's own average of **5.9**.

# Top Fashion Brands by Entertainment Score

Overall Average	3.1
UGG	7.4
Petal & Pup	
Kendra Scott	6.3
Boden	6.0
Hurley	5.9
	5.5







# O Average Instagram Performance Across All Industries

	Follower Count	Weekly Posts	Monthly Follower Growth Rate	Reach Per Post*	Shares Per Post*	Saves Per Post*	Effectiveness Rate*	Entertainment Score* (Reels)	Engagement Rate / Views*	Engagement Rate / Followers
Overall	2.3M	9	0.6%	222.6K	1.0K	<b>521</b>	3.9%	4.7	2.7%	0.3%
<b>Growing Brands</b> (0 - 190K Followers)	93.4K	4	0.8%	12.0K	88	48	4.3%	4.3	2.9%	0.5%
Established Brands (190K - 1.1M Followers)	499.8K	7	0.6%	47.4K	247	168	4.0%	4.1	2.7%	0.4%
Established Brands (1.1M+ Followers)	7.3M	17	0.5%	376.1K	1.7K	843	3.8%	5.2	2.6%	0.3%

Engagement Rate (Views) = (Likes + Comments + Saves + Shares) - (Unlikes + Unsaves + Deleted Comments) / Views

# **Content Format Performance**

	Engagement Rate / Views*	Views Per Post*
lmage	2.3%	337.3K
Reels	2.7%	289.5K
Carousel	2.9%	363.3K

# Dash Social Insight

While carousels earn similar views to other formats, they consistently deliver more engagement. Format choice and content quality matter more than posting frequency.



Engagement Rate (Followers) = (Likes + Comments) / Followers

# O Average Instagram Performance By Industry

	Beauty	Children and Baby	CPG	Fashion	Food and Beverage	Health and Wellness	Home	Luxury	Media and Entertainment	Publishing	Retail	Travel and Hospitality
Follower Count	2.6M	1.2M	2.7M	3.7M	2.0M	792.0K	1.OM	8.1M	7.6M	6.4M	3.4M	1.6M
Weekly Posts	9	5	4	8	5	5	5	6	34	26	7	5
Monthly Follower Growth Rate	0.5%	0.5%	0.7%	0.5%	0.7%	0.9%	0.5%	0.5%	1.0%	0.7%	0.5%	1.0%
Reach Per Post*	97.3K	44.1K	77.1K	54.1K	72.2K	45.9K	46.4K	151.1K	489.6K	305.2K	60.7K	68.9K
Shares Per Post*	237	627	451	114	637	364	220	288	2.7K	1.2K	183	505
Saves Per Post*	243	152	302	169	268	260	272	331	1.1K	671	131	289
Effectiveness Rate*	4.7%	3.3%	4.6%	3.2%	5.1%	3.3%	3.8%	4.8%	4.0%	3.7%	3.0%	4.4%
Entertainment Score* (Reels)	4.7	3.8	4.8	3.2	5.2	3.9	3.9	5.1	5.7	5.1	3.2	5.0
Engagement Rate / Views*	3.0%	2.2%	3.1%	2.0%	3.5%	2.2%	2.5%	3.1%	2.9%	2.6%	1.9%	2.9%
Engagement Rate / Followers	0.2%	0.2%	0.4%	0.1%	0.4%	0.2%	0.1%	0.2%	0.5%	0.3%	0.2%	0.4%

\*Customer data only



# O Average Instagram Performance Across Fashion Industry

	Follower Count	Weekly Posts	Monthly Follower Growth Rate	Reach Per Post*	Shares Per Post*	Saves Per Post*	Effectiveness Rate	Entertainment Score* (Reels)	Engagement Rate / Views	Engagement Rate / Followers
Overall	3.7M	8	0.5%	54.1K	114	169	3.2%	3.2	2.0%	0.1%
<b>Growing Brands</b> (0 – 190K Followers)	112.5K	6	0.9%	10.0K	37	30	3.2%	3.2	2.0%	0.2%
Established Brands (190K - 1.1M Followers)	526.9K	7	0.4%	21.2K	60	69	3.0%	2.8	1.9%	<b>O.1</b> %
Established Brands (1.1M+ Followers	7.6M	11	0.3%	95.3K	181	295	3.3%	3.5	2.0%	0.1%

\*Customer data only

Engagement Rate (Followers) = (Likes + Comments) / Followers

Engagement Rate (Views) = (Likes + Comments + Saves + Shares) - (Unlikes + Unsaves + Deleted Comments) / Views



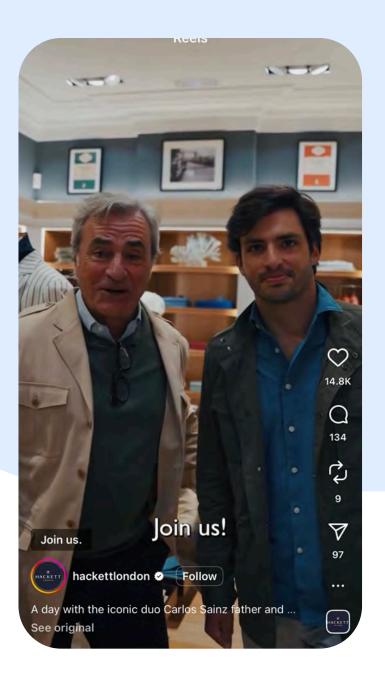
### **Content Format Performance**

	Engagement Rate / Views	Views Per Post*
Static	2.1%	5.38K
Video	2.0%	97.0K

# Top Fashion Brands by Engagement Rate (Followers)

Overall Industry Average: 0.1% Sandy Liang 2.5% **Hackett London** 2.1% Alo 1.4% Adanola 0.6% **CULTNAKED** 0.6%

**DASH** SOCIAL



# HACKETT

Hackett London sees high engagement with crisp tailoring shots.

Attention to detail in lighting and fabric texture showcases craftsmanship in a way that feels luxurious but still approachable.

# Winning Formulas for Creating Entertaining Reels Content



### GANT

Gant uses Reels to share miniature films where its styles are in focus, but not the whole story. The slow, tactile moments of its content gives viewers an immediate sense of the versatility of its pieces.

### **Entertainment Score**

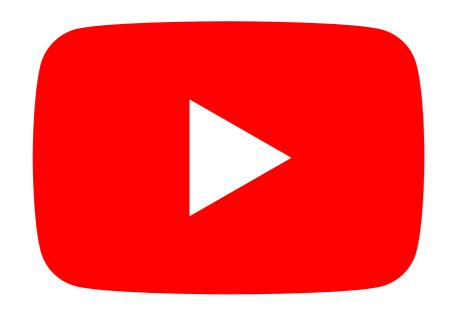
9.4/10

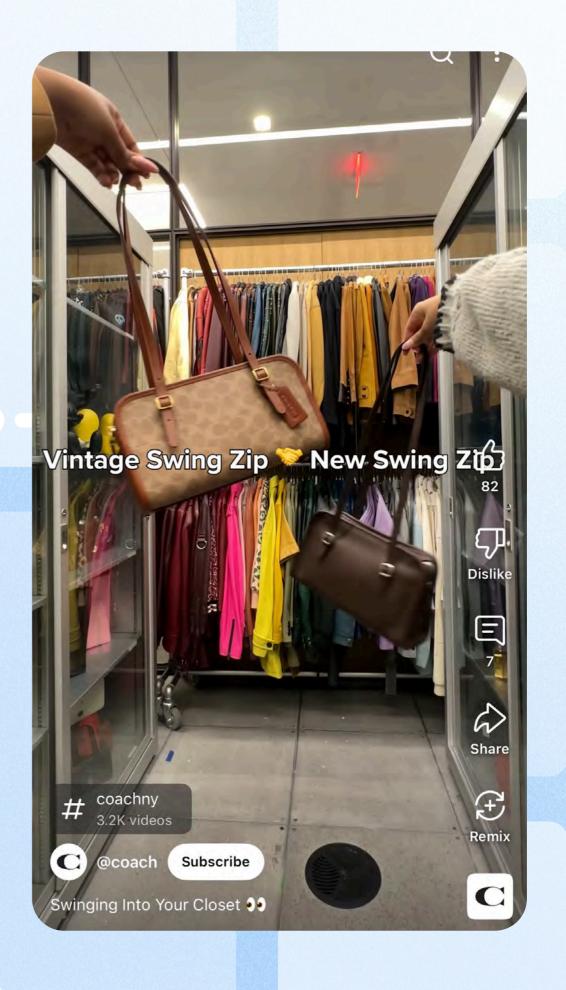
Compared to the fashion industry average of **3.2**, and Gant's own average of **6.2**.

# **Top Fashion Brands by Entertainment Score**

Overall Average	3.2
Hollister	
	8.1
Zimmermann	
	7.0
Oh Polly	7.0
	7.0
I.AM.GIA	6.4
Gant	
Odiit .	6.2









# Average YouTube Performance Across All Industries

	Subscriber Count	Weekly Videos	Monthly Follower Growth Rate*	Likes Per Post	Comments Per Post	Percentage Viewed*	Video Views Per Post
Overall	<b>1.2M</b>	6	1.4%	752	29	86%	97.6K
<b>Growing Brands</b> (0 – 20K Followers)	6.8K	2	2.2%	128	4	86%	46.6K
Established Brands (20K – 150K Followers)	70.7K	5	1.2%	213	5	93%	93.0K
Large Brands (150K+ Followers)	3.2M	11	1.0%	1.8K	71	<b>79</b> %	151.0K

\*Customer data only

### **Content Format Performance**

	Video Views Per Post	Engagement Rate
Shorts	36K	3.6%
On-Demand	200.5K	2.9%

## Dash Social Insight

On-Demand videos excel at reach, while Shorts foster stronger engagement and retention. Together, a dual-format strategy maximizes visibility and audience interaction.



# Average YouTube Performance By Industry

	Beauty	Children and Baby	CPG	Fashion	Food and Beverage	Health and Wellness	Home	Luxury	Media and Entertainment	Publishing	Retail	Travel and Hospitality
Subscriber Count	135.4K	572.2K	1.3M	61.4K	297.4K	276.6K	111.6K	479.3K	5.9M	1.1M	512.5K	276.6K
Weekly Videos	4	2	2	5	3	2	2	2	22	17	5	2
Monthly Follower Growth Rate	1.5%	1.0%	2.0%	1.3%	0.6%	1.4%	2.6%	1.2%	1.0%	1.2%	1.0%	1.4%
Likes Per Post	424	43	1.8K	173	554	201	103	741	1.5K	648	452	201
Comments Per Post	7	1	43	3	19	3	3	20	101	27	3	3
Percentage Viewed*	104%	**	99%	94%	**	**	<b>71</b> %	**	**	58%	**	**
Video Views Per Post	63.6K	10.6K	240.4K	93.4K	323.2K	46.5K	54.2K	82.9K	104.2K	20.6K	129.0K	66.4K

<sup>\*</sup>Customer data only



<sup>\*\*</sup>Limited data available

# Average YouTube Performance Across Fashion Industry

	Subscriber Count	Weekly Videos	Monthly Follower Growth Rate	Likes Per Post	Comments Per Post	Video Views Per Post
Overall	61.4K	5	1.3%	173	3	93.4K
<b>Growing Brands</b> (0 – 20K Followers)	5.2K	2	2.2%	69	1	66.7K
Established Brands (20K – 150K Followers)	72.2K	10	0.7%	218	3	142.1K
Large Brands (150K+ Followers)	348.2K	6	0.3%	609	13	72.4K

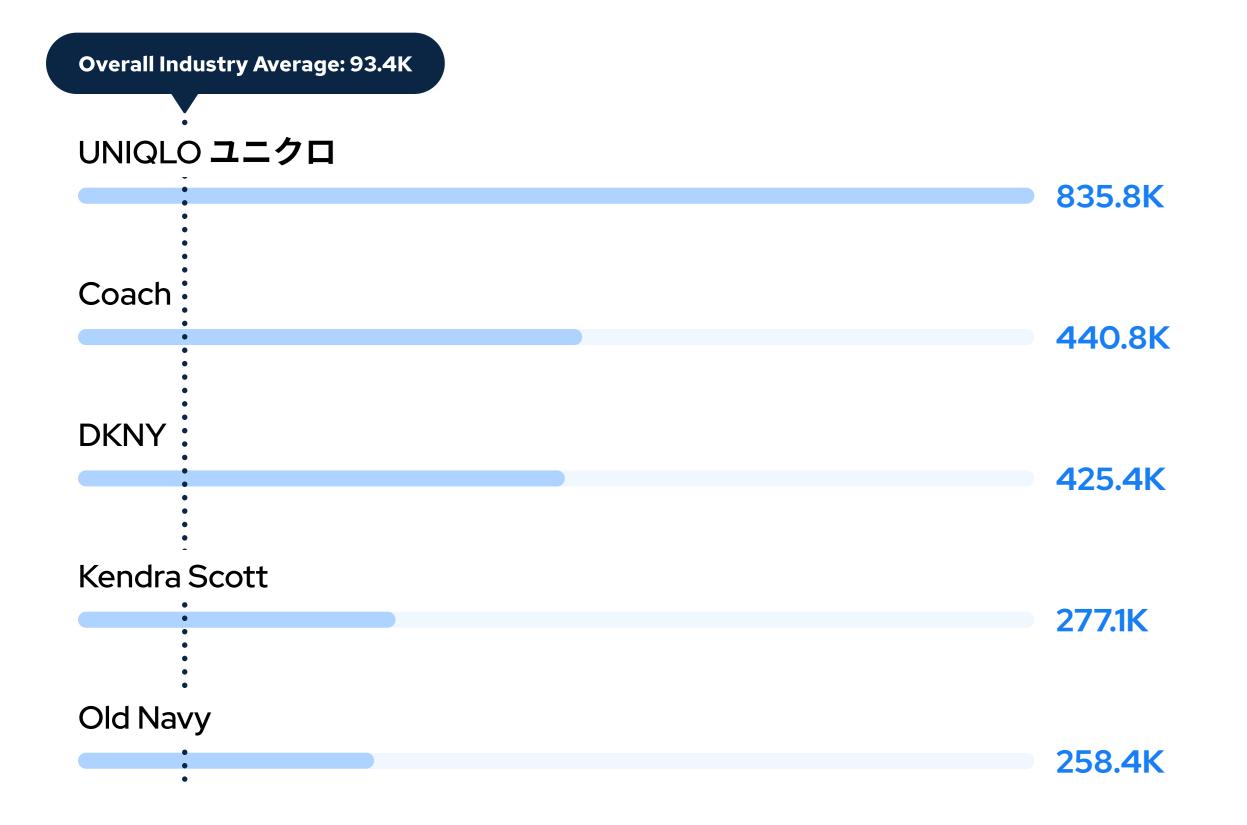
\*Customer data only



### **Content Format Performance**

	Video Views Per Post	Engagement Rate
Shorts	19.9K	2.7%
On-Demand	264.9K	2.9%

# Top Fashion Brands by Video Views







Uniqlo drives strong views with its seasonal looks and premieres of its exclusive collabs. Its consistent style ensures the clothing is always the hero, making it easy for viewers to imagine themselves wearing it.

# What We Can Learn From Fashion Brands' Strategies

### **Make Content Relatable**

Show clothes in motion on real people so viewers can picture themselves wearing it.

# **Fast-Paced Editing**

Use clean cuts and steady pacing to highlight texture or silhouette without distraction.

# **Identify Content Pillars**

Rotate content pillars like shopping hauls or lookbooks to build a brand identity in the algorithm.

### **Featured Dash Social Customers**

**ADANOLA** 





BODEN

**BOSS** 



**DKNY** 





Hurley)(

I.AM.GIA





PETAL & PUP





WHITE FOX

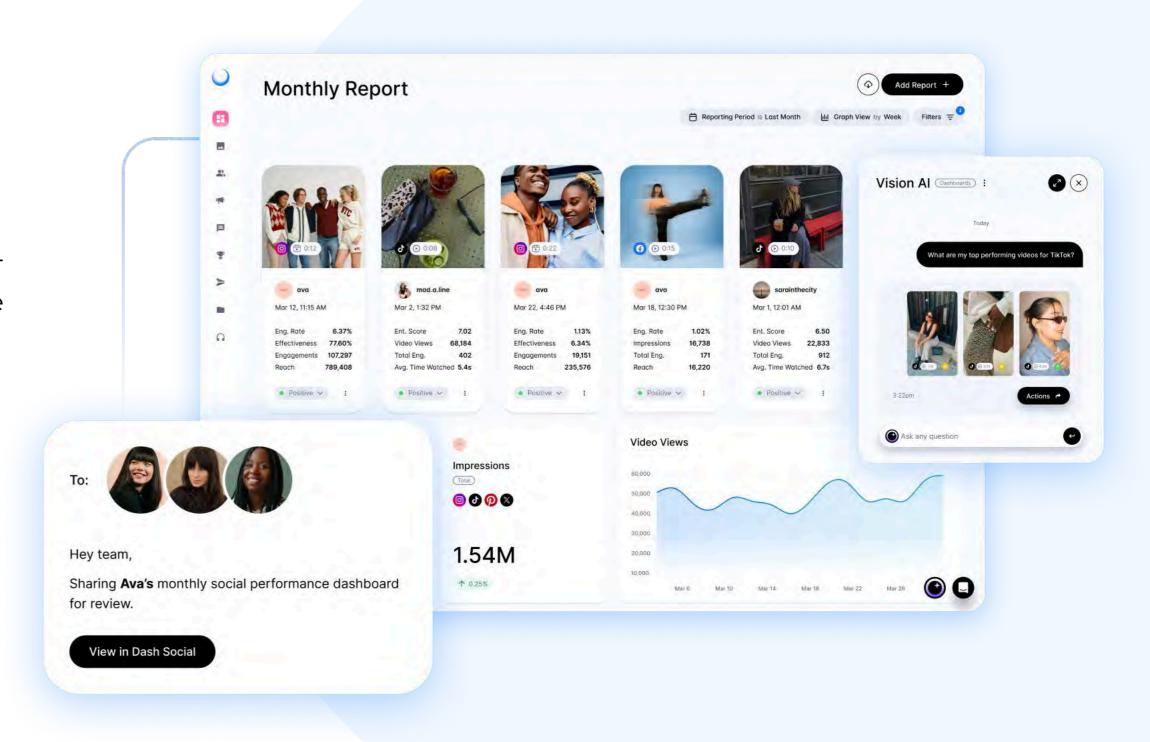


# **Outsmart Social**

A social media management platform built for how social works today – uniting your full footprint across owned, creator, and paid with real-time intelligence and streamlined workflows.

- Always know your best move
- Performance you can prove
- ✓ Work smarter, scale faster

Get a Demo





# Average Facebook Performance Across All Industries

	Follower Count	Weekly Posts	Monthly Growth Rate	Impressions Per Post	Reactions Per Post	Engagement Rate*
Overall	<b>1.2M</b>	28	0.5%	27.0K	257	8.5%
Growing Brands (0 – 100K Followers)	37.8K	4	1.1%	3.9K	51	4.3%
Established Brands (100K – 850K Followers)	337.0K	19	0.2%	17.9K	224	4.6%
Large Brands (850K+ Followers)	3.7M	67	0.04%	64.7K	530	6.2%



## Dash Social Insight

Large brands post the most and have the highest average engagement rate despite nearly flat growth.

<sup>\*</sup>Calculation: (Reactions + Comments + Shares + Post Clicks) / Impressions

# Average Pinterest Performance Across All Industries

	Follower Count	Weekly Posts	Monthly Growth Rate	Impressions Per Post	Engagement Rate	Pin Clicks Per Post	Saves Per Post
Overall	295.6K	32	0.3%	1.0K	1.5%	26	4
<b>Growing Brands</b> (0 – 8K Followers)	3.1K	11	0.8%	729	2.3%	32	5
Established Brands (8K – 105K Followers)	39.5K	21	0.2%	1.0K	1.8%	36	5
Large Brands (105K+ Followers)	788.9K	61	0.04%	1.0K	1.3%	22	3



## Dash Social Insight

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

<sup>\*</sup>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	134.8K	2	1.5%	8.0K	101	694	7.9%
<b>Growing Brands</b> (0 – 12K Followers)	5.6K	1	2.3%	580	16	37	8.3%
Established Brands (12K – 50K Followers)	28.6K	1	1.4%	1.5K	35	127	11.4%
Large Brands (50K+ Followers)	358.1K	3	1.0%	11.9K	142	1.0K	6.6%



## Dash Social Insight

Established brands on
LinkedIn have the highest
engagement rate despite
modest impressions and
posting only once weekly.
Large brands dominate in
reach but have a lower
engagement rate than
Growing brands.

<sup>\*</sup>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	1.0M	91	-0.1%	13.7K	32	243	2.2%
<b>Growing Brands</b> (0 – 12.5K Followers)	5.9K	7	<b>0.1</b> %	3.8K	9	49	5.6%
Established Brands (12.5K – 200K Followers)	70.7K	47	-O.1%	3.6K	11	48	3.4%
Large Brands (200K+ Followers)	2.3M	149	-O.1%	16.4K	47	295	1.9%



## Dash Social Insight

Despite posting the most,
large brands on X have the
lowest engagement rate.
Growing brands struggle to
gain momentum with negative
follower growth.

<sup>\*</sup>Calculation: (Reposts + Replies + Likes + Clicks) / Impressions

# **Average Threads Performance Across All Industries**

	Followers	Weekly Posts	Monthly Growth Rate	Weekly Profile Views	Engagments Per Post	Likes Per Post	Replies Per Post
Overall	493.9K	<b>17</b>	0.7%	361.7K	85	<b>78</b>	4
Growing Brands (0 – 100K Followers)	45.9K	18	0.6%	291K	21	19	1
Established Brands (100K – 300K Followers)	190.4K	15	0.9%	238.5K	80	74	3
Large Brands (300K+ Followers)	1.3M	17	0.7%	850.6K	163	148	7



## Dash Social Insight

Large brands on Threads lead in all performance metrics.

Despite posting slightly more, growing brands trail in engagements per post.

Notably, all brands experience a similar growth trajectory.

<sup>\*</sup>Calculation: (Reposts + Replies + Likes + Clicks) / Impressions