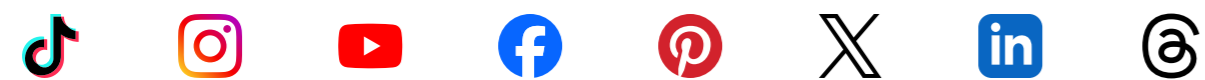




Social Media Benchmark Report

Children and Baby Industry



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Cover image: [@gerberchildrenswear](#)

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 1 2026 Social Media Benchmark Reports, Dash Social pulled a sample of global companies across TikTok (n=1,361), Instagram (n=3,363), and YouTube (n=616), analyzing their activity between July 1, 2025 – December 31, 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 goods, luxury, media and entertainment, publishing, retail, and travel and hospitality.



Defining the Children and Baby Industry

The children and baby market caters to little ones and their caregivers, including everything from clothing to toys.

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 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

Every Platform Has a Strategic Role

TikTok leads in engagement rate, Instagram is becoming a stronger discovery channel with 25% more reach per post than TikTok, and YouTube continues to lead in sustained attention, with an average view rate of 90%. For brands, performance isn't driven by showing up everywhere, it's done by leveraging each platform for what it does best.

Discovery Is Growing Faster than Engagement

Views are growing on TikTok (+3%) and Instagram (+27%), putting more content in front of more people than ever before. When that happens, engagement rates dip, and that's okay. Wider reach doesn't always lead to a deeper connection. The key is being more intentional as your audience grows. Focus on making content that resonates. The brands winning right now aren't chasing engagement rates, they're creating content that earns attention at scale.

Measuring Success on Each Platform is not Apples to Apples

On TikTok, likes, comments, shares, and watch time indicate if content is resonating. On Instagram, engagement shows up in shares and saves, which extend reach. On YouTube, views and watch time are the clearest signs that content is holding attention. What works on one platform will not always work on another, and content should feel native to each channel.

Dash Social Insight

Platform strategies aren't interchangeable. TikTok sparks conversation and visible engagement. Instagram is becoming a stronger engine to extend reach and drive shares. YouTube is where attention lasts longer. Build your strategy around what each platform does best.



TikTok Trends

TikTok Continues to Lead in Engagement

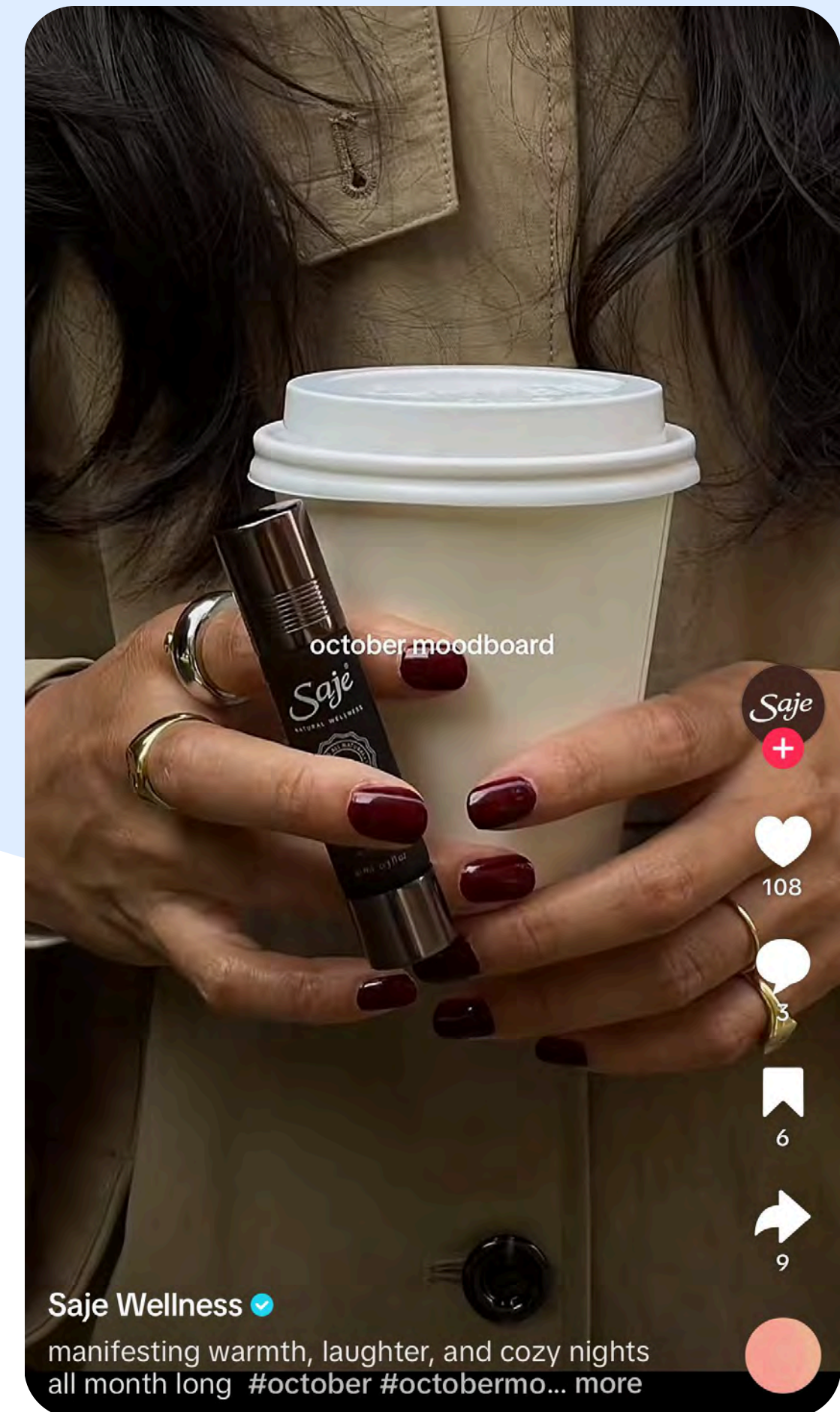
Even with a dip from 3.9% to 3.4%, TikTok remains the strongest platform for engagement across channels. This shift aligns with a 3% increase in views. Pointing to the fact that as content reaches a larger audience, maintaining the same level of connection becomes harder

Posting More Doesn't Mean Better Performance

Brands now post eight times per week on average, the highest level on record. But our latest Social Media Trends report shows that brands posting fewer than six times per week see 93% higher engagement. More posting does not drive better results. Intentional posting does.

Top TikTok Content Wins on More Than One Metric

Top performers show that it's possible to drive awareness and connection at the same time. The data shows that large brands lead in reach, engagement, and Entertainment Score. Prioritizing all three metrics together drives better results.



@sajewellness

Instagram Trends

Reels Drive the Strongest Performance

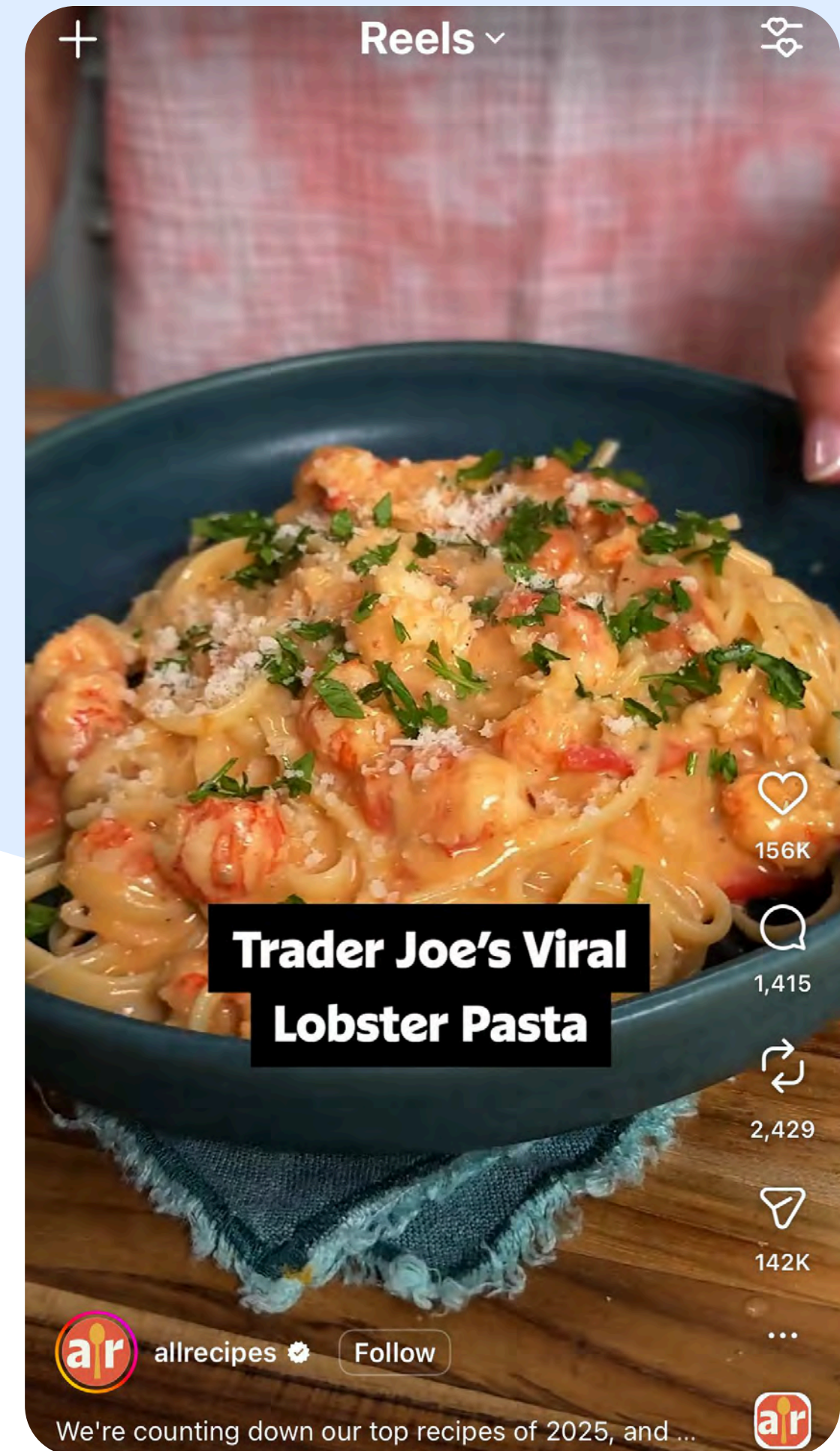
With a 2.7% engagement rate, Reels generate nearly double the performance of carousel posts (1.4%) and static images (1.3%). For brands looking to drive deeper connection, Reels are the clearest format to prioritize.

The Best Content Travels Beyond the Feed

On average, brand posts generate 1.1K shares (+9%), showing that strong content keeps working after it's published. Instagram is more discoverable than ever, and posts aren't limited to a single moment. They build momentum over time.

Attention is Won in the First 4 Seconds

Users watch a Reel for an average of four seconds before they move on. Open with a clear hook to keep them watching.



[@allrecipes](#)

YouTube Trends

More People are Watching, and They're Watching Longer

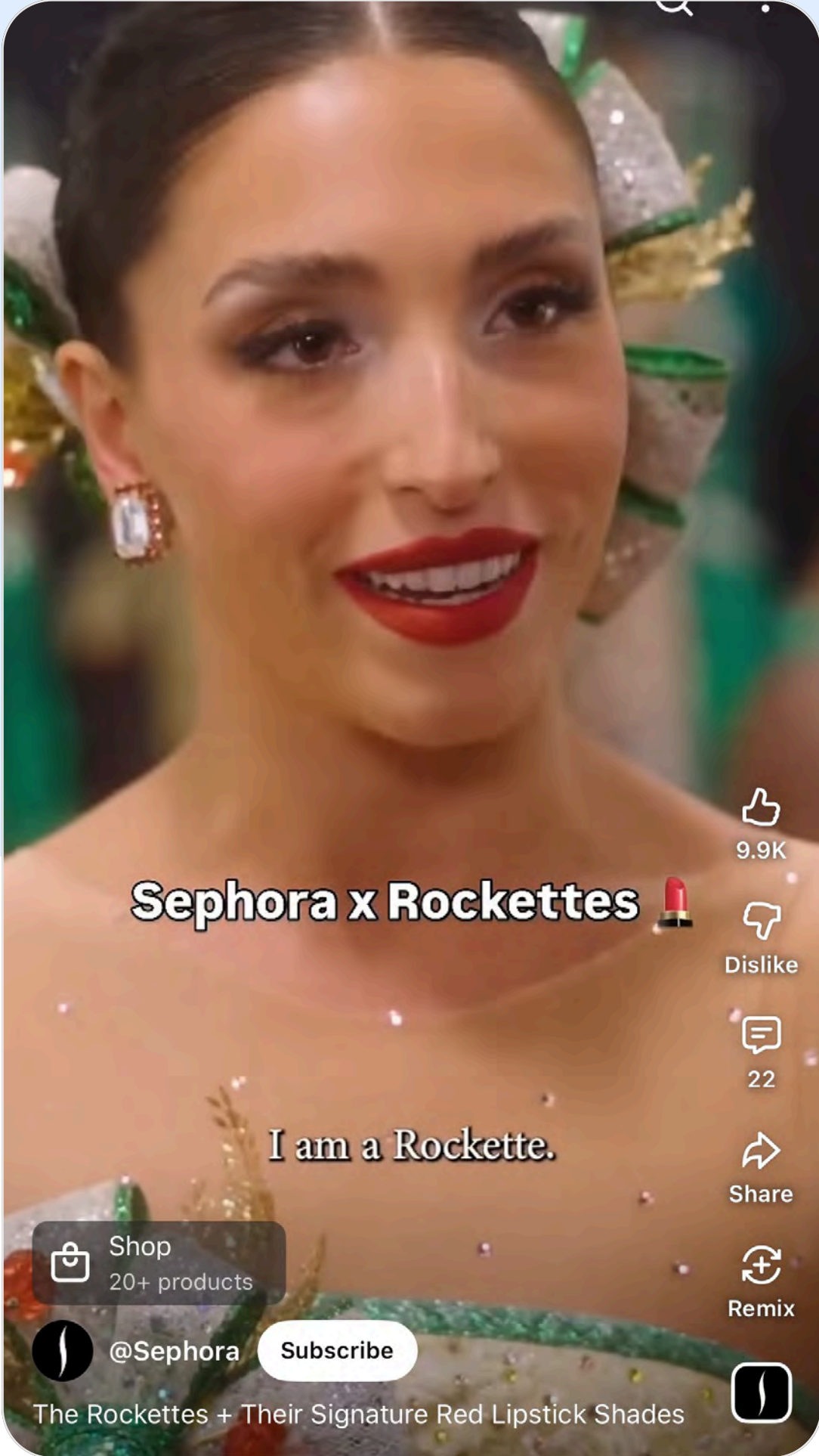
Across formats, video views are up 30%, with an average completion rate of 90% highlight that YouTube is built for retention. Success is less about interaction and more about watch time, and keeping people on the platform.

Shorts Accelerates Viewership

Shorts views have jumped 109%, but on-demand videos are up just 14%. This shows a growing preference for short-form content on the platform, and a clear opportunity for brands looking to grow their YouTube strategy.


Shorts and On-Demand Play Distinct Roles in Capturing Attention


Shorts are driving more engagement, averaging 502 interactions per video compared to 402 for on-demand. On-demand leads in reach, with 229.4K views per video versus 75.9K for Shorts. Success on YouTube doesn't hinge on one format. Each plays its own role in earning attention.




@sephora

Baby Brands Are Reaching More People, but Engagement Is Harder to Earn

 Video views are up 11%, but engagement has dropped from 2.8% to 2.3%. This means brands are reaching a wider audience, but fewer users are engaging. The key is to watch your Entertainment Score. See what’s resonating, and do more of that to drive engagement.

 Views are up 16%, but engagement has fallen from 2.0% to 1.6%. Reels drive the strongest reach and engagement, making them the key lever to focus on.




 Video views are up 455% across On-Demand and Shorts. Brands are also posting more often, increasing from 2 video posts a week to 4. This shift suggests a steadier presence is helping drive results.

 **Dash Social Insight**

Short-form video is the biggest lever for scaling reach, especially as discovery expands beyond followers. For baby and children’s brands, whose audiences are more niche, that content needs to reflect what their audience cares about to turn discovery into engagement and results.

Average Children and Baby Engagement Rate and Video Views Per Post

H1 2026

			
Engagement Rate	2.3% -18%	1.6% -20%	- N/A
Video Views	120.6K +11%	77.6K +16%	58.9K +455%

Compared to six months prior

Engagement Rate Formulas
TikTok: Engagements/Video Views | Instagram: Engagements/Views



We made these outfits to look cute... but also so moms can get out the door in 5 minutes!

Gerber Childrenswear ✓
A set is always the answer! Dressing made easy 🙌👶🙌 #gerberchildrenswear ... more
🎵 Contains: Summer Song ...

12.5K
156
1,169
115

12.5K
156
1,169
115

The video player shows two young girls in white dresses sitting on grass. The video has 12.5K likes, 156 comments, 1,169 shares, and 115 downloads. The caption reads: "We made these outfits to look cute... but also so moms can get out the door in 5 minutes!". The video is from Gerber Childrenswear and features the song "Summer Song".

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 (Views)	Engagement Rate (Reach)*
Overall	559.4K	8	5.0%	231.5K	305	150.4K	6.3K	3.3	3.4%	4.4%
Growing Brands <small>(0 - 40K Followers)</small>	13.8K	4	10.2%	62.1K	25	32.2K	313	3.0	2.9%	4.9%
Established Brands <small>(40K - 230K Followers)</small>	111.6K	7	2.6%	143.5K	78	83.0K	1.5K	2.8	2.7%	3.1%
Large Brands <small>(230K+ Followers)</small>	1.5M	13	1.9%	327.5K	509	224.1K	10.7K	3.7	4.0%	4.9%

*Customer data only
Engagements = Likes + Comments + Shares
Engagement Rate / (Engagements) / Video Views or Reach

Dash Social Insight

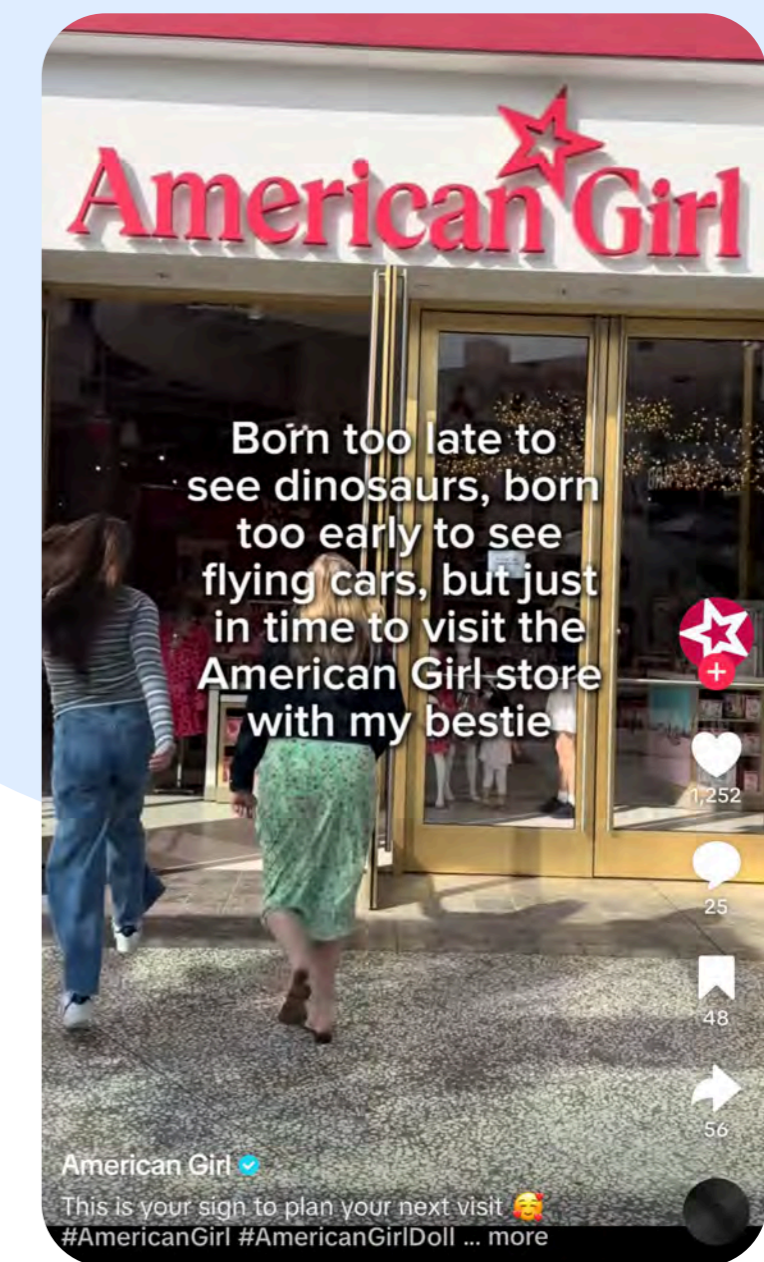
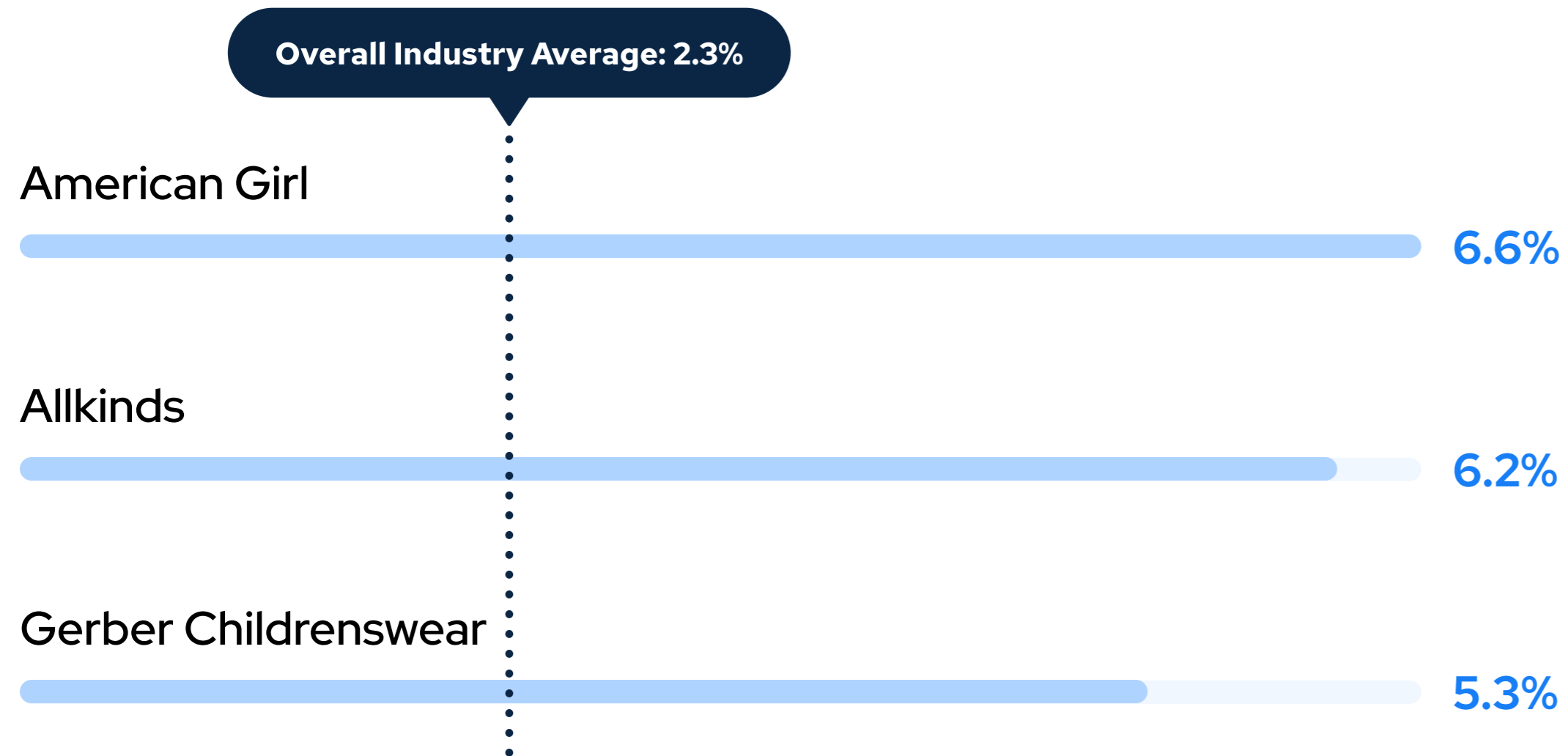
TikTok is the strongest lever for engagement. Track metrics like Entertainment Score, shares, and retention rate to learn what connects with your audience, then build from there.

Average TikTok Performance By Industry

	Beauty	Children and Baby	CPG	Fashion	Food and Beverage	Health and Wellness	Home Goods	Luxury	Media and Entertainment	Publishing	Retail	Travel and Hospitality
Follower Count	411.9K	165.0K	540.7K	362.3K	647.4K	133.7K	154.0K	714.7K	1.8M	582.5K	366.1K	415.5K
Weekly Posts	8	6	5	8	4	6	7	4	18	11	7	4
Monthly Follower Growth Rate*	3.3%	3.8%	3.5%	7.1%	7.6%	4.3%	4.8%	3.6%	4.1%	6.5%	6.1%	12.5%
Video Views Per Post	228.9K	120.6K	281.5K	214.1K	326.8K	219.2K	119.4K	538.6K	267.3K	211.3K	243.3K	233.8K
Shares Per Post	75	81	132	81	298	46	50	130	796	553	101	285
Reach Per Post*	122.7K	64.7K	190.7K	113.3K	193.9K	111.6K	60.2K	260.2K	231.8K	173.5K	136.5K	88.2K
Engagements Per Post	2.0K	1.1K	2.0K	1.7K	3.0K	760	580	3.1K	15.3K	13.4K	2.6K	3.8K
Entertainment Score*	2.9	2.8	3.1	2.7	2.9	2.7	2.0	2.6	4.0	4.5	2.7	3.5
Engagement Rate (Views)	2.8%	2.3%	3.0%	2.4%	3.1%	2.3%	1.4%	2.2%	4.8%	5.3%	2.6%	3.7%
Engagement Rate (Reach)*	4.1%	2.7%	3.4%	4.0%	3.4%	2.9%	1.5%	2.3%	5.1%	6.1%	3.5%	4.2%

*Customer data only

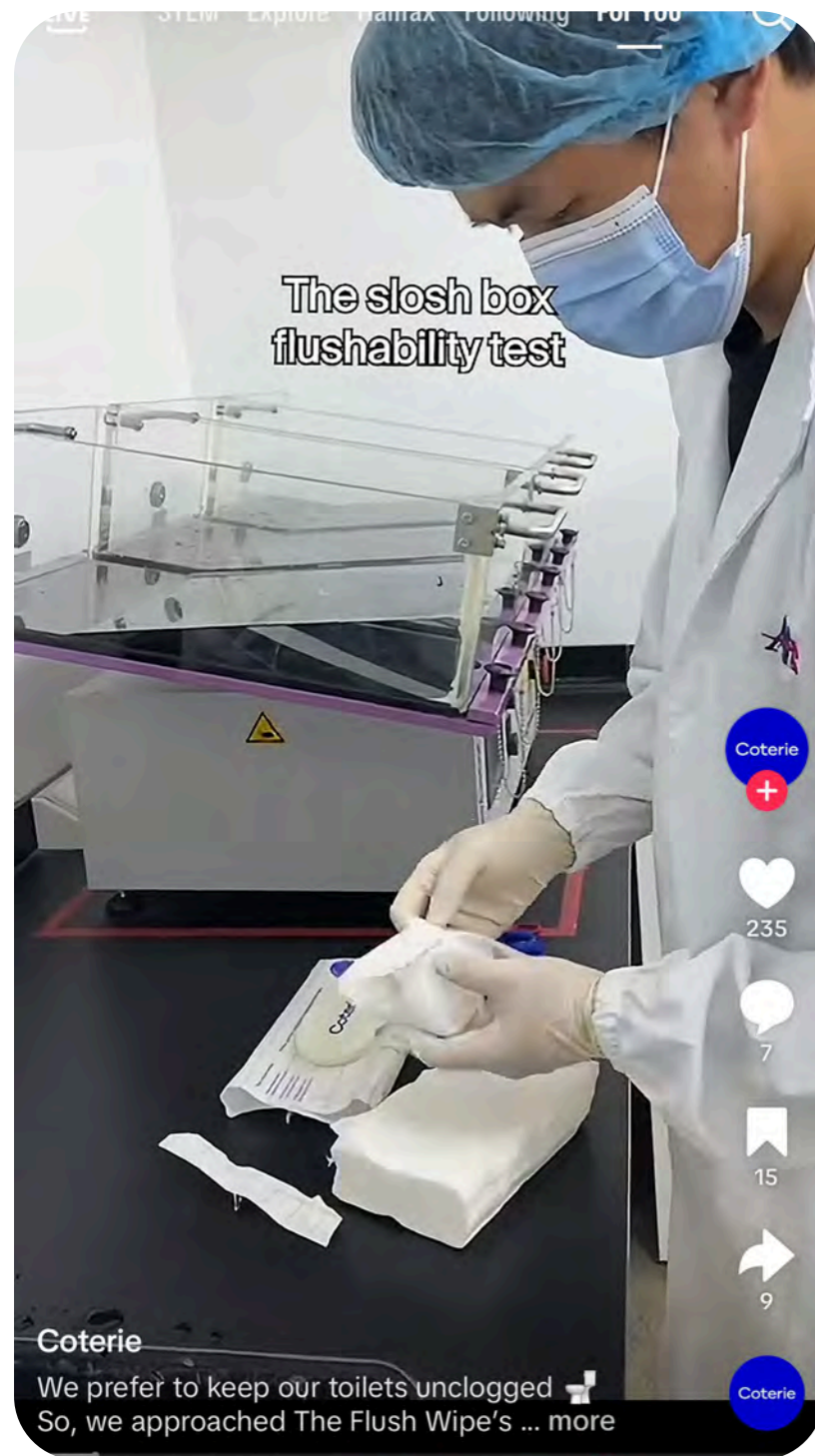
Top Children and Baby Brands by Engagement Rate



American Girl®

By tapping into pop culture trends like *KPop Demon Hunters* and leaning on UGC that celebrates the American Girl moments millennials grew up with, the brand creates space for every generation. It captures what American Girl does best, staying rooted in history while keeping pace with culture today.

Winning Formulas for Creating Entertaining TikTok Content



Coterie

What's better than humor and reliability for a busy parent? Coterie expertly balances playful creative offering parenting tips, along with promotional content that leans into education and entertainment, so promotion feels natural and engaging, not forced.

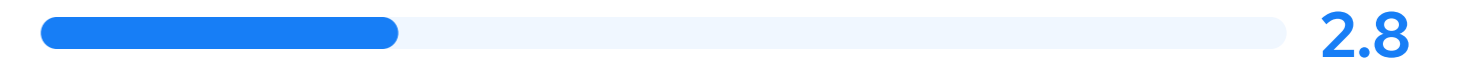
Entertainment Score

8.0/10

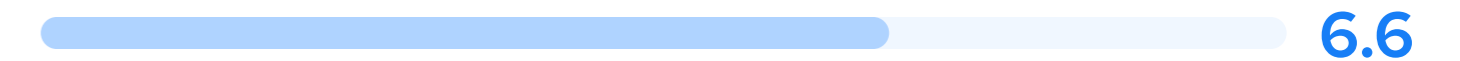
Compared to the children and baby industry average of **2.8**, and Coterie's own average of **6.6**.

Top Children and Baby Brands by Entertainment Score

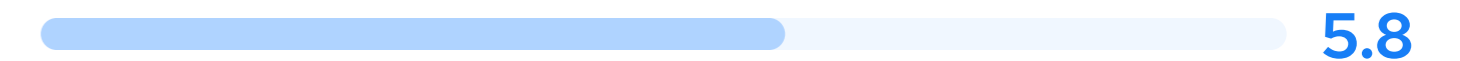
Overall Average



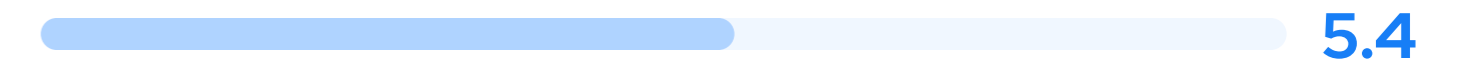
Coterie



Bumpsuit



Cubby





Average Instagram Performance Across All Industries

	Follower Count	Weekly Posts	Monthly Follower Growth Rate	Reach Per Post*	Views Per Post*	Shares Per Post*	Saves Per Post*	Entertainment Score* (Reels)	Engagement Rate (Views)*	Engagement Rate (Followers)
Overall	2.2M	9	0.7%	188.8K	388.1K	1.1K	480	4.4	1.9%	0.4%
Growing Brands <small>(0 - 190K Followers)</small>	90.5K	4	1.0%	13.4K	32.9K	128	46	3.9	2.0%	0.5%
Established Brands <small>(190K - 1.1M Followers)</small>	500.4K	7	0.6%	44.5K	102.1K	343	160	3.7	1.8%	0.4%
Established Brands <small>(1.1M+ Followers)</small>	7.2M	17	0.4%	333.8K	677.8K	1.8K	814	5.0	1.9%	0.3%

*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*	Average Reach Per Post*
Image	1.3%	215.7K
Reels	2.7%	181.8K
Carousel	1.4%	177.0K

Dash Social Insight

Reels drive performance, and for brands, they're the biggest opportunity to boost it. Start strong in the first four seconds, then deliver something worth sharing. Create content that makes people say, "I've got to show you this."

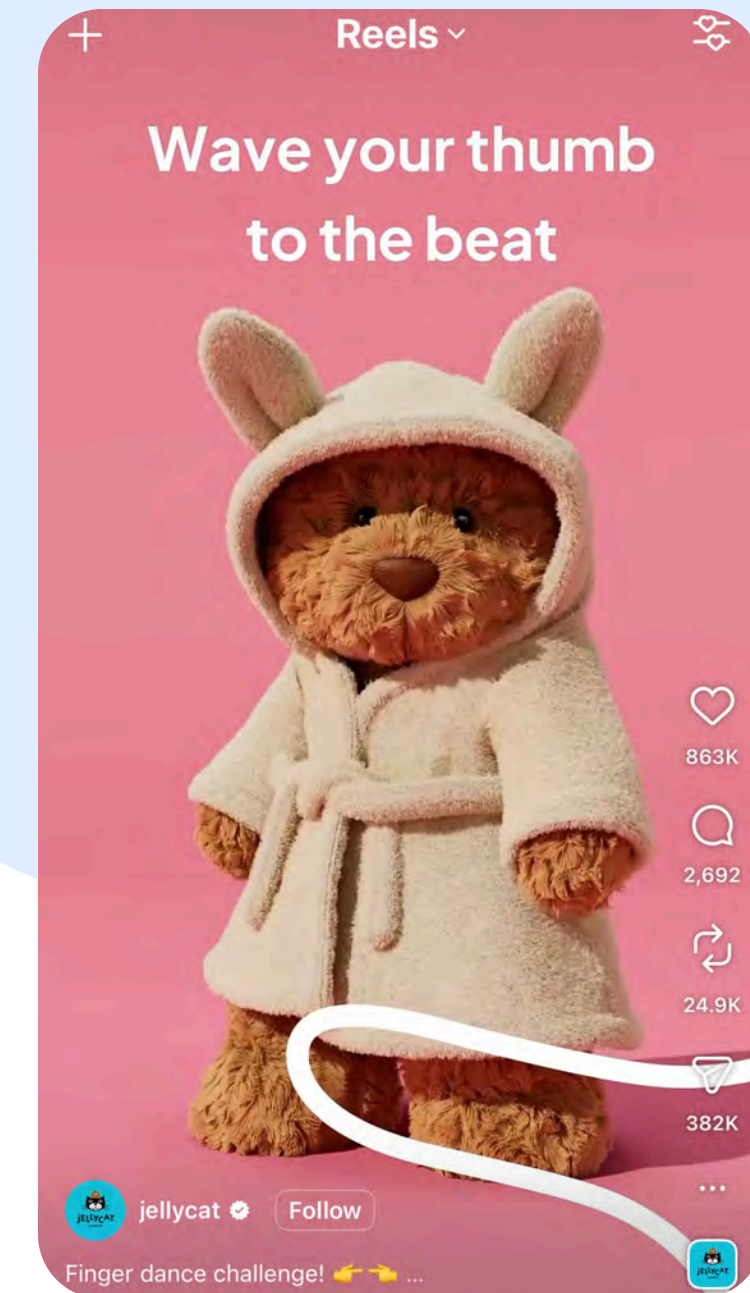
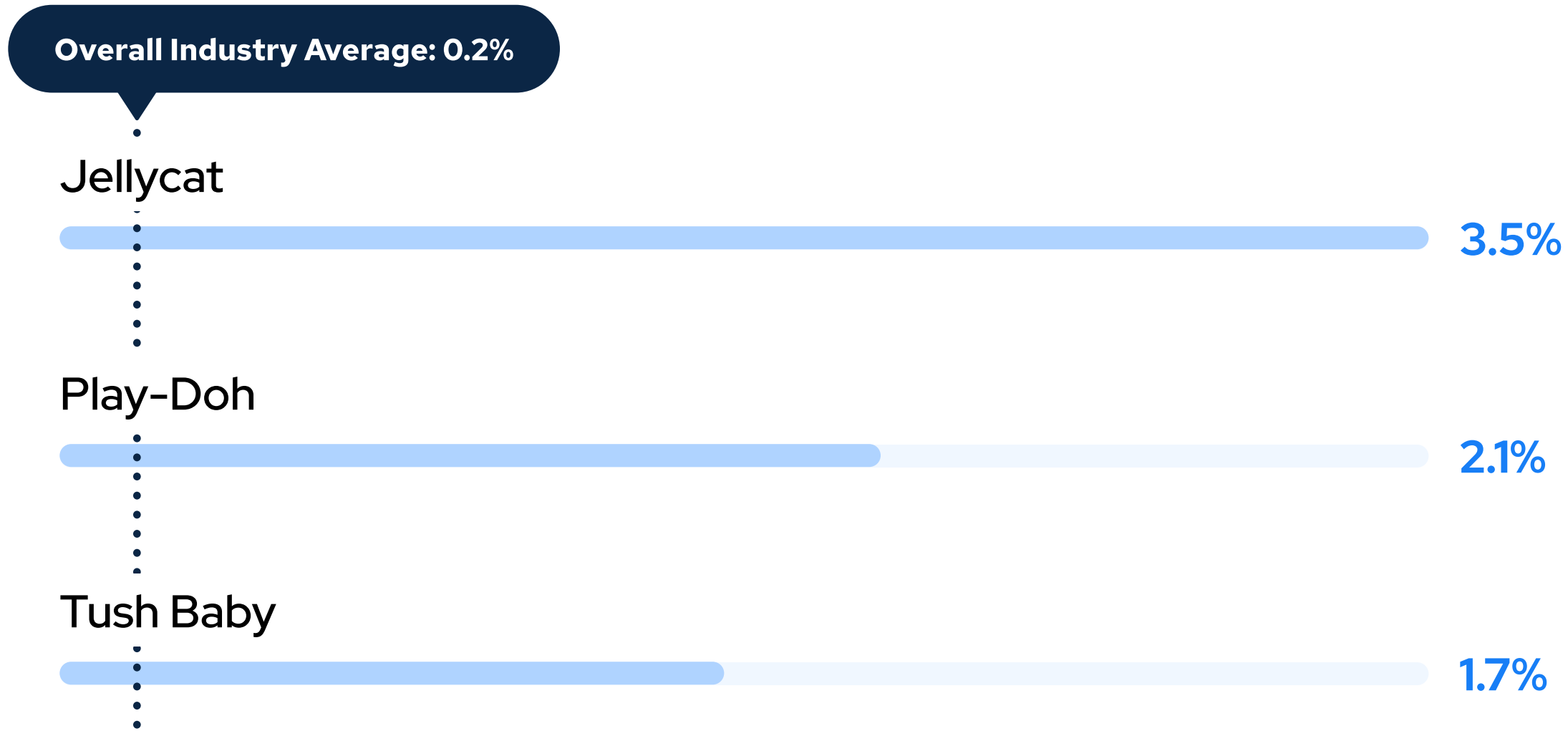


Average Instagram Performance By Industry

	Beauty	Children and Baby	CPG	Fashion	Food and Beverage	Health and Wellness	Home Goods	Luxury	Media and Entertainment	Publishing	Retail	Travel and Hospitality
Follower Count	2.2M	1.2M	2.6M	3.4M	1.9M	761.7K	1.1M	6.7M	7.4M	6.5M	3.1M	1.7M
Weekly Posts	5	5	4	8	5	5	5	6	31	25	8	5
Monthly Follower Growth Rate	0.7%	0.6%	0.7%	0.5%	0.5%	0.8%	0.6%	0.5%	1.3%	0.8%	0.5%	1.3%
Reach Per Post*	74.0K	38.4K	57.0K	48.6K	70.7K	39.8K	46.2K	128.8K	393.1K	275.7K	61.9K	58.4K
Views Per Post*	171.0K	77.6K	131.0K	139.9K	158.1K	89.6K	104.3K	360.3K	772.8K	529.8K	152.6K	114.2K
Shares Per Post*	256	572	473	212	679	306	256	470	2.5K	1.4K	267	489
Saves Per Post*	202	126	202	161	290	201	235	290	922	669	143	256
Entertainment Score* (Reels)	4.3	3.3	4.7	3.1	5.0	3.7	3.6	4.7	5.3	4.9	3.2	4.7
Engagement Rate (Views)*	2.1%	1.6%	2.6%	1.3%	2.5%	1.8%	1.5%	1.8%	2.3%	1.9%	1.5%	2.1%
Engagement Rate (Followers)	0.2%	0.2%	0.4%	0.1%	0.4%	0.2%	0.1%	0.2%	0.5%	0.4%	0.2%	0.4%

*Customer data only

Instagram Top Children and Baby Brands by Engagement Rate (Followers)



Jellycat leans into product virality by teasing new releases, sharing cute, aspirational content, and using color to build a bold, hard-to-miss feed. Its top-performing posts invite audiences to 'dance' with the content, pushing into new creative territory and sparking curiosity along the way.

Winning Formulas for Creating Entertaining Reels Content



Sleek product shots, brand collaborations, and BTS footage put fans in the passenger seat of the Hot Wheels universe. Partnerships with *Stranger Things*, *Cyberpunk*, and F1 tie the brand to niche interests its audience already loves, making the content even more entertaining and relevant.

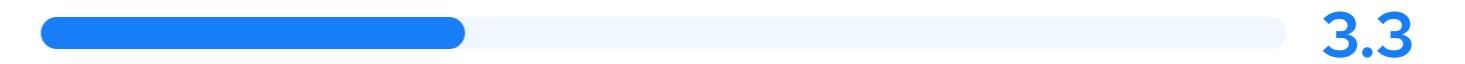
Entertainment Score

9.8/10

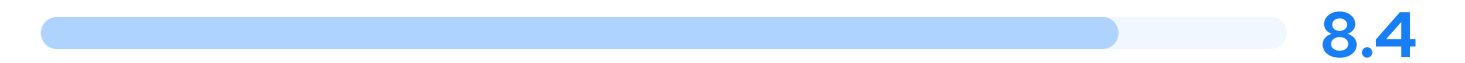
Compared to the children and baby industry average of **3.3**, and Hot Wheel's own average of **7.2**.

Top Children and Baby Brands by Entertainment Score

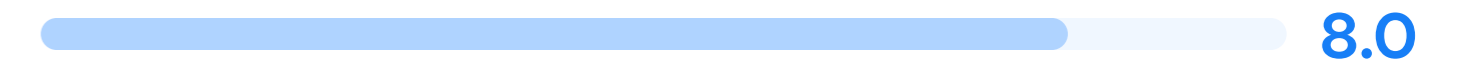
Overall Average



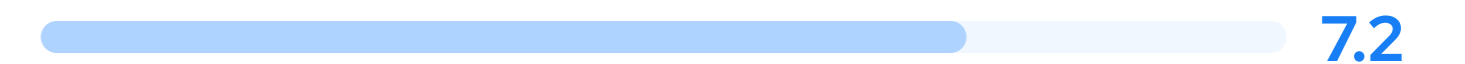
Barbie



Onesies



Hot Wheels






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	1.2M	6	1.3%	629	24	90%	126.7K
Growing Brands <small>(0 – 20K Followers)</small>	6.7K	3	1.4%	58	1	97%	80.4K
Established Brands <small>(20K – 150K Followers)</small>	70.1K	5	1.4%	185	4	95%	141.7K
Large Brands <small>(150K+ Followers)</small>	3.2M	8	1.0%	1.5K	60	75%	155.3K

*Customer data only

Content Format Performance

	Video Views Per Post	Engagements Per Post
Shorts	75.6K	502
On-Demand	229.4K	400


Dash Social Insight
 YouTube keeps users watching longer than any other platform. Use Shorts to build connections, and on-demand content to reach more viewers. You don't win on YouTube by picking a format. Growth comes from using both together.

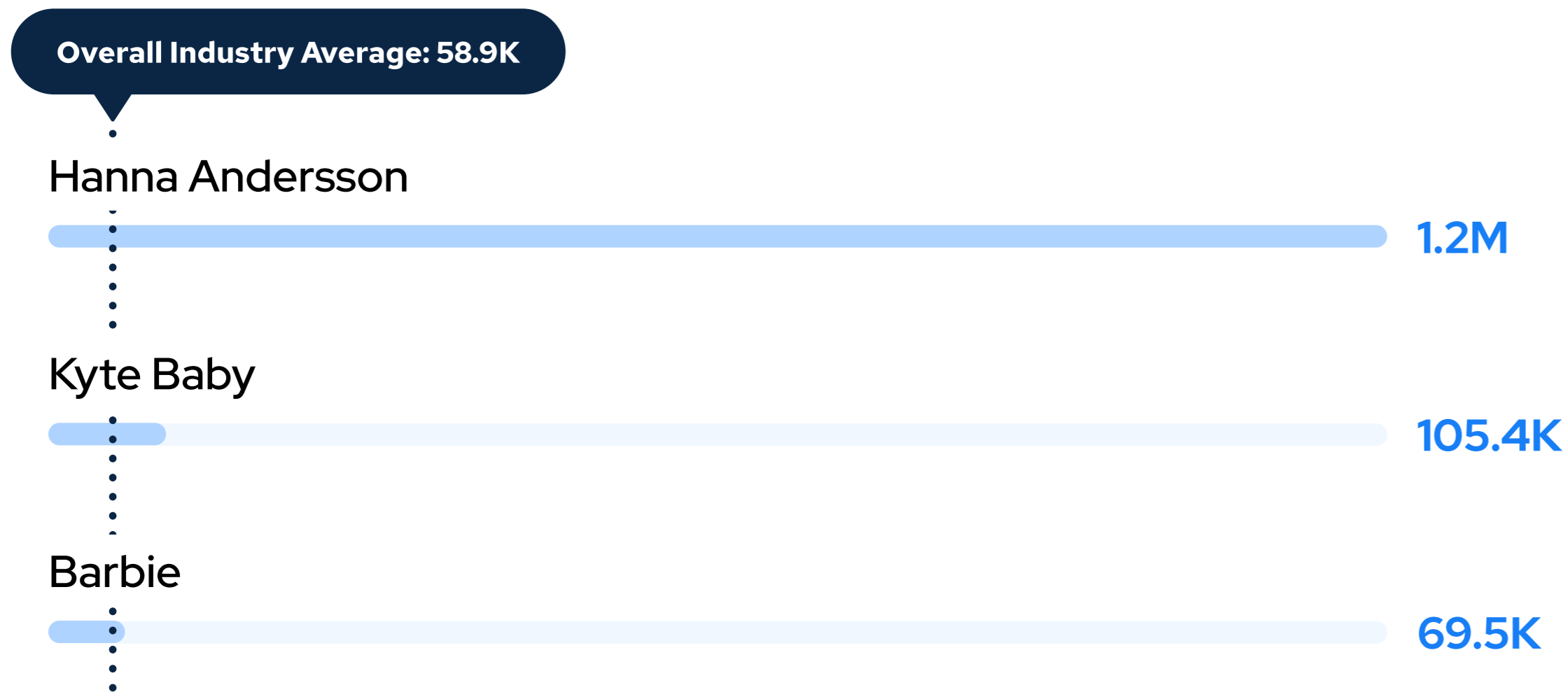
Average YouTube Performance By Industry

	Beauty	Children and Baby	CPG	Fashion	Food and Beverage	Health and Wellness	Home Goods	Luxury	Media and Entertainment	Publishing	Retail	Travel and Hospitality
Subscriber Count	143.5K	603.8K	1.7M	71.1K	302.3K	285.4K	115.6K	487.0K	6.1M	1.2M	556.0K	228.8K
Weekly Videos	5	4	2	8	3	3	2	3	16	14	6	3
Monthly Follower Growth Rate*	1.0%	2.2%	1.1%	0.8%	0.4%	2.0%	1.2%	1.0%	0.8%	1.6%	1.5%	1.7%
Likes Per Post	265	49	532	133	376	117	120	434	1.7K	926	391	599
Comments Per Post	5	1	14	3	8	2	3	12	95	41	3	7
Percentage Viewed*	102%	70%	87%	106%	**	**	78%	**	**	54%	**	**
Video Views Per Post	145.0K	58.9K	154.0K	156.8K	313.1K	136.6K	53.2K	143.8K	110.5K	36.2K	242.4K	186.4K

*Customer data only

**Limited data available

Top Children and Baby Brands by Video Views



Kyte Baby

Kyte takes audiences BTS with playful Shorts and bite-sized On-Demand clips that fit the pace of busy parents. Its feed balances entertainment and education, using Shorts for quick product updates and lighthearted, relatable moments.

What We Can Learn From Children and Baby Brands' Strategies

Reconsider Target Demographics

Don't shy away from embracing emerging audiences and longtime fans to boost engagement.

Lean Into Content Series

Build original content series, test what resonates, and balance heritage with what's next.

Tailor Content

Explore which content resonates on specific platforms, and tailor content to audience preferences.

Featured Dash Social Customers

allkinds

AmericanGirl®

Barbie

BUMPSUIT

Coterie

cubby

Gerber
Childrenswear

HotWheels

Kyte Baby

onesies



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.

THE BEST BRANDS ON SOCIAL. POWERED BY DASH.



Get a Demo

Cross-Channel Monthly Report

Reporting Period: This Month | Graph View by Week | Filters

What are my top performing TikTok videos this month?

Today

3:22pm

Ask any question

LikeShop Clicks: 2,350 (+0.25%)

Impressions: 1.54M (+0.15%)

Video Views: 60,000

Video	Eng. Rate	Effectiveness	Engagements	Reach
ava (Mar 12, 11:15 AM)	6.37%	77.60%	107,297	789,408
mad.a.line (Mar 2, 1:32 PM)	7.02	68,184	402	5.4s
ava (Mar 22, 4:46 PM)	1.13%	6.34%	19,151	235,576
ava (Mar 18, 12:30 PM)	1.02%	16,738	171	16,220



Average Facebook Performance Across All Industries

	Follower Count	Weekly Posts	Monthly Growth Rate	Reach Per Post	Reactions Per Post	Engagement Rate
Overall	1.1M	26	0.6%	21.6K	265	1.0%
Growing Brands <small>(0 – 100K Followers)</small>	30.3K	9	1.2%	5.6K	97	1.2%
Established Brands <small>(100K – 850K Followers)</small>	364.7K	19	0.4%	13.9K	184	0.9%
Large Brands <small>(850K+ Followers)</small>	3.8M	67	0.04%	57.0K	638	0.8%

*Calculation: (Reactions + Comments + Shares + Post Clicks) / Views
Based on customer data

Dash Social Insight

Facebook is a high-volume channel, with brands posting 26 times per week on average, largely driven by large brands. Reach remains modest relative to audience size, showing that a large follower count does not guarantee strong reach, as seen on other platforms.

Average Pinterest Performance Across All Industries

	Follower Count	Weekly Posts	Monthly Growth Rate	Impressions Per Post	Engagement Rate	Pin Clicks Per Post	Video Views Per Post
Overall	279.4K	31	0.3%	1.2K	1.6%	25	762
Growing Brands <small>(0 – 8K Followers)</small>	3.0K	15	0.9%	725	2.4%	31	274
Established Brands <small>(8K – 105K Followers)</small>	39.7K	25	0.1%	792	1.8%	26	553
Large Brands <small>(105K+ Followers)</small>	831.1K	51	0.01%	1.5K	1.3%	22	1.1K

*Calculation: (Outbound Clicks + Saves + Pin Clicks) / Impressions
Based on customer data

Dash Social Insight

Pinterest is a high-output channel, with brands posting 31 times per week on average. That volume may contribute to lower impressions per post, but users are engaging with the content they do see.

Average LinkedIn Performance Across All Industries

	Follower Count	Weekly Posts	Monthly Growth Rate	Impressions Per Post	Engagements Per Post	Likes Per Posts	Engagement Rate
Overall	99.2K	2	1.4%	9.2K	728	106	6.2%
Growing Brands <small>(0 – 12K Followers)</small>	5.9K	2	2.4%	859	95	18	5.5%
Established Brands <small>(12K – 50K Followers)</small>	26.5K	1	1.6%	3.5K	331	65	8.7%
Large Brands <small>(50K+ Followers)</small>	246.8K	4	0.9%	14.0K	1.1K	153	5.8%

*Calculation: (Clicks + Reactions + Comments + Reposts) / Impressions
Based on customer data

Dash Social Insight

LinkedIn remains a lower-volume channel, with brands tailoring content to a more professionally focused audience. Even with fewer posts, engagement stays strong, showing that the content resonates.

X Average X Performance Across All Industries

	Follower Count	Weekly Posts	Monthly Growth Rate	Impressions Per Post	Engagements Per Post	Likes Per Post	Engagement Rate*
Overall	985.2K	85	-0.3%	11.9K	299	37	2.3%
Growing Brands <small>(0 – 12.5K Followers)</small>	5.7K	3	0.3%	862	16	3	6.0%
Established Brands <small>(12.5K – 200K Followers)</small>	72.7K	37	-0.2%	3.9K	60	11	2.9%
Large Brands <small>(200K+ Followers)</small>	2.2M	155	-0.7%	13.8K	352	33	2.1%

*Calculation: (Reposts + Replies + Likes + Clicks) / Impressions
Based on customer data

Dash Social Insight

X remains a high-volume channel for the brands still active there, with frequent posting driving steady visibility. But audience growth continues to decline, and impressions remain low relative to follower count.

@ Average Threads Performance Across All Industries

	Followers	Weekly Posts	Monthly Growth Rate	Weekly Profile Views	Engagements Per Post	Likes Per Post	Replies Per Post
Overall	494.3K	18	1.1%	618.2K	76	68	4
Growing Brands (0 – 100K Followers)	44.7K	13	1.2%	36.7K	19	17	1
Established Brands (100K – 300K Followers)	179.6K	14	0.9%	103.0K	69	63	3
Large Brands (300K+ Followers)	1.2M	27	1.0%	1.7M	143	128	8

*Calculation: (Reposts + Replies + Likes + Clicks) / Impressions
Based on customer data

Dash Social Insight

Threads remains an active channel, with brands posting consistently and continuing to grow their followings. It also stands out as a strong awareness driver, generating high profile views across brand sizes.