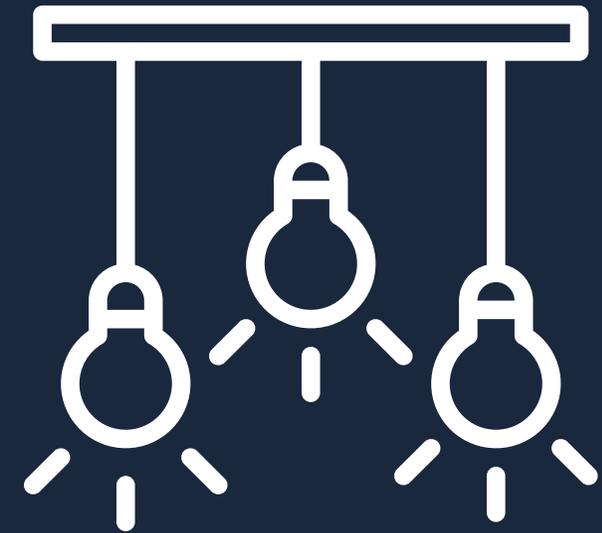


// Salience.

Lighting

Salience Index 2025



6 Month Report

“ This **report** is a brief
run through of digital
performance for last
6 months in the **Online
Lighting Sector**.

Want to go beyond the data within?
Speak to our team, any time, through
our site or social pages.



Editor's

2025 is here!

This year, thanks to AI, we're certain that nothing is certain.

We're already seeing marketing teams lean in even more on AI tools and software, and we're expecting higher levels of market volatility as a result. The unprecedented scope we now have to market better and faster through ever-expanding tools, particularly for lean teams, means that competition will rise, culminating in a more diverse share of voice within industries.

Yet, some marketing challenges remain from last year: the need to reduce reliance on paid channels, a renewed focus on brand performance, and better coordination between individual channels.

How will you keep tabs on the industry movements? That's where our report comes in.

The report serves to remove the blinkers on who you see as competition and, looking at all serious players in your space, give an unbiased view on organic, social & brand performance within your sector.

In addition, underperformance in any of the eleven key performance indicators provides direction on how to level up your digital performance as the year goes on.

Our next report on your industry will be in six months' time, but if you can't wait until then, get in touch any time for an assessment of the market and how you're doing

Brett Janes
Managing Director
01244 564 501
brett@saliency.co.uk



Note

We are search marketers with an edge. From data-fuelled content marketers to business and data analysts, UX designers and technical gurus, we have the skills and know-how to grow your brand in whichever direction it needs. From new site builds to market leading search campaigns, we're the go-to agency for household names, challenger brands and ambitious start-ups.

Starting in Chester as an SEO & PPC agency, we've expanded our skills and team exponentially over the last 13 years to ensure our clients' digital activities are in peak condition, from analytics to content marketing, we have the skills in-house to give your brand the competitive edge required to compete in today's digital world.



Our



Technical SEO



Content Marketing



Digital PR



Paid Media



Copywriting



Analytics



Design



User Experience CRO

Services

Contents

- 01** Traffic Score Year on Year
- 03** Winners & Losers
- 05** Overall Traffic Scores
- 09** Keyword Trends
- 11** Emerging Trends
- 13** Receding Trends
- 15** The Latest News In Paid Media



Online Lighting has seen a 7% decrease in overall organic visibility within the last 6 months.

Traffic Score Year on Year

What is Organic Traffic Score in Ahrefs and how do they calculate it?

“This number is an estimation of how much organic search traffic your target website, subfolder or URL gets each month.”

So, to be clear, we haven't somehow gotten into your analytics account. We use this score as an indicator of overall website growth or decline. When placing your score in contrast to the wider market, you can pinpoint an all encompassing ranking of organic traffic scores.

We know these aren't accurate representations of traffic seen in Google Analytics,, however, these are accurate metrics relatively across domains. We use 3rd party tools to estimate traffic.

How it's calculated:



Ahrefs find all the keywords for which your target ranks in the top 100 organic search results.



They estimate the search traffic your target gets from each of those keywords based on its ranking position, monthly search volume and our estimated CTR for that position.



They sum up the traffic estimations of each keyword

0.63%

**Of Google
Searchers Click
On Results From
The Second
Page..**

* Source: <https://keyword.com/blog/how-to-climb-from-page-2-to-page-1-on-serps/#:~:text=Yip%2C%20we're%20all%20in,what%20they%20are%20looking%20for>.

Traffic Score Findings

Top 5 winners

01 **PAGAZZI**

02 **BHS**
BRITISHHOMESTORE
LONDON 1928

03 **THE WALL
LIGHTING
COMPANY**

04  **LIGHTBOX**

05 **Govee**



These brands are the ones to watch. They're on the rise with the biggest growth in the market. Whatever they're doing, search engines are loving it and you'll want to work out what that is and emulate their strategies, fast.



Top 5 Losses

01 LIGHTING
DIRECT

02  lights.co.uk

03 LIGHTING
SUPERSTORE

04  dusk

05 The Lighting Company 



On the opposite end of the spectrum, these brands have had the biggest visibility drops. They're likely to have been punished by a search algorithm update or have let things slide over the course of the year. Either way, learn from their mistakes.



Traffic Scores.

Site	Overall Rank	YoY Change	Traffic score Mar 2025	Traffic score Sep 2024	YoY Change	Compared to Market
lights4fun.co.uk	1	-	268,059	288,066	-7%	-
lighting-direct.co.uk	2	-	201,917	249,361	-19%	-12%
pagazzi.com	3	+9	145,258	78,830	+84%	+91%
lights.co.uk	4	-1	134,289	214,001	-37%	-30%
pooky.com	5	+1	131,554	122,388	+7%	+15%
valuelights.co.uk	6	+1	128,769	120,684	+7%	+14%
tlc-direct.co.uk	7	+3	119,686	106,421	+12%	+20%
thelightingsuperstore.co.uk	8	-4	114,314	196,504	-42%	-35%
bhs.com	9	+4	100,315	75,170	+33%	+41%
dusklights.co.uk	10	-5	95,786	136,285	-30%	-22%
lampandlight.co.uk	11	-3	82,589	110,074	-25%	-18%
thewalllightingcompany.co.uk	12	+7	71,945	48,729	+48%	+55%
illumination.co.uk	13	-2	69,785	101,570	-31%	-24%
festive-lights.com	14	-	62,304	69,758	-11%	-3%
darlighting.co.uk	15	+1	60,368	56,426	+7%	+14%
thesolarcentre.co.uk	16	-1	58,709	60,372	-3%	+4%
philips-hue.com	17	-	57,185	54,207	+5%	+13%
uk.govee.com	18	+9	49,444	34,066	+45%	+52%
jim-lawrence.co.uk	19	-1	47,100	52,518	-10%	-3%
lightingcompany.co.uk	20	-11	45,953	108,760	-58%	-51%
dowsingandreynolds.com	21	-1	45,571	47,531	-4%	+3%
lightboxshop.co.uk	22	+17	40,252	24,635	+63%	+71%
litecraft.co.uk	23	+14	39,836	27,126	+47%	+54%
glow.co.uk	24	-3	39,553	46,720	-15%	-8%
ledbulbs.co.uk	25	-	36,391	34,294	+6%	+13%
simplelighting.co.uk	26	+16	34,353	23,072	+49%	+56%
led-lighthouse.co.uk	27	+7	33,568	29,715	+13%	+20%

Traffic Scores.

Site	Overall Rank	YoY Change	Traffic score Mar 2025	Traffic score Sep 2024	YoY Change	Compared to Market
powerbee.co.uk	28	-4	32,705	34,525	-5%	+2%
keslighting.co.uk	29	-	32,704	31,511	+4%	+11%
thelightingcentre.co.uk	30	-7	32,691	36,354	-10%	-3%
chaplins.co.uk	31	+2	31,189	29,909	+4%	+12%
castlegatelights.co.uk	32	-	30,538	30,244	+1%	+8%
lightbulbs-direct.com	33	+5	28,751	26,037	+10%	+18%
industville.co.uk	34	+7	28,383	23,596	+20%	+28%
outdoorlightingstore.co.uk	35	+21	28,164	14,430	+95%	+102%
ledhut.co.uk	36	-14	25,681	41,136	-38%	-30%
lights2go.co.uk	37	+9	23,321	20,641	+13%	+20%
socketstore.co.uk	38	-8	22,674	31,224	-27%	-20%
auraglow.co.uk	39	+5	22,301	21,978	+1%	+9%
universal-lighting.co.uk	40	-4	21,898	27,954	-22%	-14%
downlights.co.uk	41	-15	21,710	34,098	-36%	-29%
nest.co.uk	42	-2	20,916	23,855	-12%	-5%
lightsupplier.co.uk	43	-15	20,742	33,208	-38%	-30%
theledspecialist.co.uk	44	-1	20,332	22,046	-8%	-1%
theonlinelightingstore.co.uk	45	+28	20,265	8,381	+142%	+149%
perchandparrow.com	46	+14	19,941	12,462	+60%	+67%
firstchoicelighting.co.uk	47	+11	19,642	13,605	+44%	+52%
onlinelighting.co.uk	48	-3	19,503	20,899	-7%	+1%
lightingstyles.co.uk	49	-18	19,436	30,715	-37%	-29%
nationallighting.co.uk	50	+5	18,695	15,179	+23%	+30%
lights4living.com	51	-3	17,584	19,938	-12%	-5%
lesi.com	52	-5	15,792	20,448	-23%	-16%
lyco.co.uk	53	-	15,566	15,672	-1%	+7%
ultraleds.co.uk	54	-3	14,658	17,294	-15%	-8%

Traffic Scores.

Site	Overall Rank	YoY Change	Traffic score Mar 2025	Traffic score Sep 2024	YoY Change	Compared to Market
tomdixon.net	55	+2	14,192	14,366	-1%	+6%
busterandpunch.com	56	-6	13,696	17,362	-21%	-14%
integral-led.com	57	-3	12,857	15,367	-16%	-9%
sparksdirect.co.uk	58	-9	12,767	17,499	-27%	-20%
lightsandlamps.com	59	+17	12,579	7,517	+67%	+75%
thevintagelightbulbcompany.com	60	+3	12,359	11,148	+11%	+18%
lampshonline.com	61	-9	12,259	16,385	-25%	-18%
nanoleaf.me	62	+13	11,800	7,894	+49%	+57%
flos.com	63	+8	10,865	8,701	+25%	+32%
soholighting.com	64	+4	10,210	8,960	+14%	+21%
cplights.com	65	+9	10,158	7,963	+28%	+35%
tomraffield.com	66	+17	9,825	6,740	+46%	+53%
moonlightdesign.co.uk	67	-1	9,471	9,682	-2%	+5%
firstlighting.co.uk	68	-4	9,174	11,060	-17%	-10%
searchlightelectric.com	69	+8	8,812	7,416	+19%	+26%
thelightingvault.co.uk	70	+10	8,776	7,141	+23%	+30%
ledkia.com	71	+7	8,750	7,231	+21%	+28%
lepro.co.uk	72	+27	8,743	4,721	+85%	+92%
spvlights.co.uk	73	-11	8,696	11,232	-23%	-15%
ledspace.co.uk	74	-13	7,974	11,240	-29%	-22%
arroelectricals.co.uk	75	-5	7,854	8,885	-12%	-4%
mullanlighting.com	76	-11	7,841	10,734	-27%	-20%
arc-led.co.uk	77	-10	7,680	9,650	-20%	-13%
wholesaleledlights.co.uk	78	-19	7,570	12,723	-41%	-33%
mr-resistor.co.uk	79	+8	7,539	6,348	+19%	+26%
twinkly.com	80	-1	7,362	7,202	+2%	+9%
energylightbulbs.co.uk	81	-12	7,193	8,906	-19%	-12%

Traffic Scores.

Site	Overall Rank	YoY Change	Traffic score Mar 2025	Traffic score Sep 2024	YoY Change	Compared to Market
lightingforgardens.com	82	+15	6,682	5,076	+32%	+39%
thelightbulbshop.co.uk	83	+2	6,640	6,382	+4%	+11%
lamps-on-line.com	84	+7	6,613	5,426	+22%	+29%
scotlightdirect.co.uk	85	-13	6,548	8,455	-23%	-15%
swiveluk.com	86	+2	6,439	6,172	+4%	+12%
amoslighting.co.uk	87	-6	6,152	6,964	-12%	-4%
visualcomfort.com	88	+7	5,707	5,101	+12%	+19%
thelightingcentre.co.uk	89	+1	5,635	5,445	+3%	+11%
litewave.co.uk	90	-4	5,616	6,360	-12%	-4%
discounthomelighting.co.uk	91	-9	5,583	6,831	-18%	-11%
heathfield.co.uk	92	-8	5,267	6,487	-19%	-12%
tekled.co.uk	93	+5	5,216	4,959	+5%	+12%
bltdirect.com	94	-1	4,845	5,236	-7%	-
thelighting-company.co.uk	95	+8	4,599	4,453	+3%	+11%
davidhuntlighting.co.uk	96	-	4,556	5,080	-10%	-3%
onlinelightingshop.co.uk	97	+8	4,394	4,114	+7%	+14%
eglo.com	98	+16	4,062	3,283	+24%	+31%
originalbtc.com	99	+9	3,904	3,895	-	+7%
lampco.co.uk	100	+13	3,845	3,460	+11%	+18%

Industry Variance

-7%



Industry variance is the average of how much visibility change there has been in the market. So here, this indicates a 7% decrease in overall organic growth within this industry.

If the market's growing, you should be too. If it's shrinking, you need a precise and targeted search strategy.

THE DPMI[®]
MARKETING
AWARDS
FINALIST 2016

GLOBAL 2023
SEARCH AWARDS
FINALIST

EUROPEAN 2023
SEARCH AWARDS
WINNER

THE DPMI[®]
CONTENT
AWARDS
FINALIST 2015

UK 2022
SEARCH AWARDS
WINNER

Prolific North
CHAMPIONS
AWARDS 2023

UK 2017
SEARCH AWARDS
SHORTLISTED

THE DPMI[®]
SEARCH
AWARDS
FINALIST 2016

UK
Agency
Awards
2023
FINALIST

NORTHERN
DIGITAL
AWARDS
SHORTLIST
2018

DIGITAL IMPACT
AWARDS 20
WINNER

ds Awards Awards Awards Awards

Our

Since 2009, we've provided search marketing services for household names, challenger brands and ambitious start-ups across retail, lead generation, finance & charity sectors. We work on agile principles, born from the belief that marketing challenges rarely come with six months' notice, so there's no point in making plans that far in advance. We assess the biggest issues and opportunities for our clients at the start of every sprint. We are a new breed of search marketing agency that moves fast and adapts to opportunities in the moment, not in a month.



15+ Years Experience

8.5m Organic Transactions

58m Organic Sessions

[Find Out More](#)

Experience



**The results we've achieved from
Salience's content marketing efforts
have exceeded my expectations.**

— Paul Hambridge, MD



[Read this Case Study](#)

Why Don't We Include PPC Data In Our Reports?

PPC data from third party platforms over your own Google Ads' account is unreliable. Unlike organic metrics such as visibility, which are easily measured, it is difficult to collect any meaningful PPC performance data without the use of spy programmes.

Although there are a number of PPC spying tools available on the market, these should never be trusted. We're only interested in giving you the most meaningful, relevant, and up-to-date data which simply cannot be achieved for PPC.



The team at Salience have completely overhauled our PPC campaigns, implementing a new strategy which keeps costs low and ROAS high. Onboarding was fast and easy with transparent pricing and very minimal setup required.

We've had great communication throughout and regular meetings to discuss progress.

Rosie Adams, Marketing Manager,
Hard to Find Whisky



Case Study



A dominating brand paid media strategy for **Wholesale Sweets**.

Wholesale Sweets is a self-descriptive business: sweets at wholesale prices.

When approached to be paid media partners, the brand was in a transitional period between brand names, moving from UK Sweets to Wholesale Sweets. Having a "generic" search term within a brand name presents both great challenges and benefits.

The brand's vision was clear: create a dominating brand strategy for Wholesale Sweets: become synonymous with the term "Wholesale Sweets".

At the beginning of the campaign it was clear that gaining visibility in this area would be tough. The term "wholesale sweets" isn't considered a brand by Google; a total of 15 other competitors still actively bid for top position.

Using a targeted approach to dominate the new brand brought the following results:

- Search impression share (visibility) increased by 117%,
- Ads serve above organic results 173% more often
- Position 1 achieved 188% more often
- Conversions increased by 130%
- Conversion value doubled

AKA domination of "wholesale sweet" terms.

Similar Challenges?

Talk to an expert.





Going above and beyond our expectations of a digital marketing partner, Salience gave us the insight and understanding to take our business to the next level whilst keeping it enjoyable and fun.

— Caren Downie, Fashion Director

LEMONADE DOLLS

[View Case Studies](#)

Keyword

We've been keeping a close eye on what keywords people are searching for in the market, allowing us to see what is trending.

In the following sections we'll give you the heads up on which keywords are on the rise and need your attention, alongside those which are becoming less and less important.

Using historical search data, we're able to find trend patterns and identify opportunities ahead of the curve.

Our search and content strategists continually monitor industry movements. From here, we're able to spot content and category gaps before they're deemed industry standard.



The cost of living crisis and new budgets are hitting both consumers and businesses in dramatic ways. We're predicting high volatility across typically higher search volume searches.

Trends

Emerging Brands

Emerging Brands

Keyword	Search Volume	Interest Trend
govee	201000	14%
lights	74000	7%
pooky	22200	15%
lighting direct	12100	6%
perch and parrow	5400	59%
national lighting	5400	14%
kes lighting	3600	24%
dusk lights	2900	22%
simple lighting	2400	23%
first choice lighting	1300	40%
lights 2 go	1300	10%
the led specialist	210	16%
outdoor lighting store	140	31%
the online lighting store	110	8%
light box shop	70	57%
the light superstore	40	23%

Emerging Products

Emerging Products

Keyword	Search Volume	Interest Trend
bathroom mirror and lights	18100	6%
lighting for bathroom mirror	18100	6%
bedroom ceiling lights	14800	21%
standing light lamp	14800	9%
lounge wall lights	12100	39%
wall lamps for living room	12100	39%
floor lamps for living room	12100	15%
sconces	9900	622%
battery operated wall lights	9900	19%
ceiling light fittings	9900	14%
ceiling lights for living room	6600	22%
battery wall lamp	6600	19%
battery wall lights	6600	19%
wall sconces	6600	21%
exterior motion sensor lights	6600	13%
motion activated outdoor light	6600	13%
hallway ceiling lights	6600	14%
rechargeable table lamp	5400	38%
wireless lights for wall	2900	87%
modern lamps	2900	48%
living room lamps tall	2900	34%

Emerging Products

Emerging Products

Keyword	Search Volume	Interest Trend
christmas house lights outdoor	2400	22%
exterior house christmas lights	2400	22%
battery xmas lights outdoor	2400	23%
black exterior wall lights	1900	71%
stained glass lampshades	1600	51%
birdie lamp	1000	85%
wireless wall sconce	590	369%
rechargeable picture light	590	105%
mount light	590	165%

Receding Brands

Receding Brands

Keyword	Search Volume	Interest Trend
philips hue	33100	-6%
illumination	27100	-21%
bhs	22200	-6%
lights 4 fun	14800	-5%
led bulbs	12100	-13%
jim lawrence	12100	-6%
dowsing and reynolds	9900	-6%
value lights	8100	-13%
pagazzi	8100	-9%
dar lighting	8100	-7%
festive lights	8100	-6%
down lights	5400	-13%
industville	5400	-14%
led hut	2400	-39%
castle gate lights	2400	-15%
the solar centre	2400	-21%
aura glow	1900	-19%
light bulbs direct	1900	-12%
lighting company	1600	-27%
glow co uk	1000	-14%
online lighting	880	-28%

Receding Brands

Receding Brands

Keyword	Search Volume	Interest Trend
lighting styles	880	-6%
universal lighting	720	-14%
the wall lighting company	590	-13%
socket store	590	-6%
nest co uk	390	-30%
lite craft	320	-8%
land and light	260	-34%
light supplier	170	-25%
power bee	170	-6%
led light house	90	-21%

Receding Products

Receding Products

Keyword	Search Volume	Interest Trend
floor lamps	135000	-5%
ceiling lights	110000	-7%
outdoor lights	60500	-12%
wall lights	60500	-7%
bedside lampshades	49500	-13%
bathroom lights	49500	-12%
garden lights	33100	-13%
solar lights	27100	-18%
led ceiling lights	22200	-18%
pendant lights	22200	-24%
bathroom ceiling lamp	18100	-18%
bathroom spotlights ceiling	18100	-18%
exterior light with sensor	14800	-13%
outdoor lamp with sensor	14800	-13%
standard lamps	14800	-11%
led bedroom lamp	12100	-22%
black floor lamp	12100	-18%
tripod floor lamp	12100	-18%
battery operated lamps	9900	-14%
kitchen island lighting	9900	-18%
wall lights indoor	8100	-75%

Receding Products

Receding Products

Keyword	Search Volume	Interest Trend
floor lamp with shelves	8100	-18%
floor gold lamp	8100	-18%
big table lamp	8100	-14%
feather lampshade	8100	-18%
led wall lights	6600	-18%
bathroom light fixtures	5400	-39%
industrial floor lamp	5400	-29%
led floor lamp	4400	-33%
led desk lamp	2900	-46%

 **Govee** is dominating the
brand search game.

**This is far more than
technical SEO fundamentals,
achieving this requires a full
frontal assault on search.**

Brett Janes
Managing Director

01244 564 501
Brett@saliency.co.uk

[Book a Chat](#)



Ooo Nice Clients...

Dreams

carpetright.

Lindt 

HARVEY MARIA®
— FABULOUS FLOORS —

sunny

 early
learning
centre

PÂTISSERIE
VALERIE


FLOORINGKING


The Entertainer
TheToyShop.com

PAPIER

 BRITA®

 JUSTMYLOOK


TOTALLY wicked®

LiveScoreBet™


healthspan

PORCELANOSA



Sleep & Snooze is a challenger brand in the Beds & Mattresses space.

They partnered with Salience to increase brand awareness and drive press coverage, with the core aim of placing their brand directly in front of consumers.

Taking a search-first approach to digital pr we made sure that our strategy focussed on obtaining high-quality, relevant links.

How we did this?

In order to grow brand awareness and build relevant links, we first had to narrow down the core topics which their subject matter expert could speak on with authority.

For Sleep & Snooze these topics were: sleep hygiene & bedroom interior design.

This meant we were able to outreach expert advice to journalists in the lifestyle and interiors press on:

- **Bedroom Feng Shui**
- **The Coastal Grandma Interior Trend for Bedrooms**
- **Bedscaping**
- **Mattress and Bedding Hygiene**

THE RESULTS

61 Pieces of coverage

10 Relevant High DA Links

Google Analytics

Google Analytics, where would we be without this tool in the modern digital landscape? It's hard to imagine navigating your digital & search marketing data without using this tool, and because of this, we know it won't be going anywhere anytime soon. It is, however, easy to imagine Google Analytics changing and updating.

In an expected move, Google's Universal Analytics is being sunsetted and will stop processing data at the beginning of July in 2023 according to a recent announcement from Google. With the push towards the adoption of their new, next-generation version of Google Analytics, GA4.

Google is encouraging the immediate switch to GA4. As doing so, will give us the chance to build historical data before the inevitable switch in over a year's time.

GA4 is Google's latest iteration of Google Analytics that will combine its data from both your websites and apps. The main difference GA4 is offering is the way in which it collects data. Instead of the sessions we've spent so many years being used to, GA4 will highlight Users and Events in its place. Basically GA4's event data model will process each user interaction as its own, standalone event.

As some of you reading this may know, rolling out a new product or service has its risks, there's always that looming fear that it won't be well received or liked. Unfortunately for Google when they initially released GA4 to the public, they've fell victim to this issue across many parts of the digital world. There has been a widespread disdain for GA4 since its launch. The Search Marketing community has widely described it as unusable, awful & horrible. In using it ourselves where we have found GA4 to be an unintuitive tool that makes a lot of data that is easily found in Universal Analytics difficult to locate and hard to access.

As with many of their updates and changes across their services, Google is encouraging an immediate switch to GA4 despite us having over a year to do so, you might be asking why? As mentioned above, GA4 is difficult and unwieldy, Universal Analytics is more popular and still here to use. The main reasoning for switching to GA4 sooner, rather than later, will give us the chance to build historical data and optimise our accounts within GA4 before the inevitable switch in over a year's time. We will also get a chance to spend more time adjusting and becoming acquainted with the overall changes in data and UI compared to Universal Analytics.

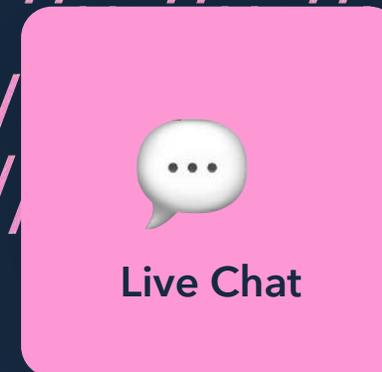
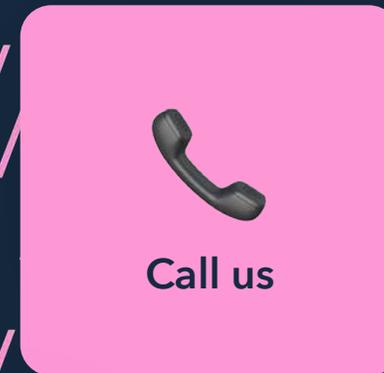
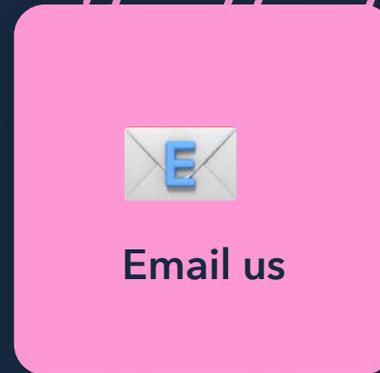
**Struggling with the
migration to GA4?**

Speak with an expert.

Got a

Come across any head-scratchers in this report so far?

Get in touch for a no-strings chat and we'll run you through any metrics and how they apply to your brand.



Question?



// **Salience.**