



Euromonitor
International

Sleep Aids in the US

September 2025

Table of Contents

Sleep Aids in the US - Category analysis

KEY DATA FINDINGS

2025 DEVELOPMENTS

Holistic wellness overtakes oral medications in promoting better sleep
Players experiment with new drug-free formats to encourage engagement
E-commerce wins share while OLLY and Nature Made Sleep see healthy growth

PROSPECTS AND OPPORTUNITIES

Research into women's health provides compelling future prospects for sleep aids
Shortages of botanical ingredients could push consumers to alternative solutions
Sleep aids facing an uncertain future as consumers explore new solutions to healthy sleep

CATEGORY DATA

Table 1 - Sales of Sleep Aids: Value 2020-2025
Table 2 - Sales of Sleep Aids: % Value Growth 2020-2025
Table 3 - NBO Company Shares of Sleep Aids: % Value 2021-2025
Table 4 - LBN Brand Shares of Sleep Aids: % Value 2022-2025
Table 5 - Forecast Sales of Sleep Aids: Value 2025-2030
Table 6 - Forecast Sales of Sleep Aids: % Value Growth 2025-2030

Consumer Health in the US - Industry Overview

EXECUTIVE SUMMARY

Consumer Health in 2025: The big picture
Key trends in 2025
Competitive landscape
Channel developments
What next for Consumer Health?

MARKET INDICATORS

Table 7 - Consumer Expenditure on Health Goods and Medical Services: Value 2020-2025
Table 8 - Life Expectancy at Birth 2020-2025

MARKET DATA

Table 9 - Sales of Consumer Health by Category: Value 2020-2025
Table 10 - Sales of Consumer Health by Category: % Value Growth 2020-2025
Table 11 - NBO Company Shares of Consumer Health: % Value 2021-2025
Table 12 - LBN Brand Shares of Consumer Health: % Value 2022-2025
Table 13 - Penetration of Private Label in Consumer Health by Category: % Value 2020-2025
Table 14 - Distribution of Consumer Health by Format: % Value 2020-2025
Table 15 - Distribution of Consumer Health by Format and Category: % Value 2025
Table 16 - Forecast Sales of Consumer Health by Category: Value 2025-2030
Table 17 - Forecast Sales of Consumer Health by Category: % Value Growth 2025-2030

APPENDIX

OTC registration and classification
Vitamins and dietary supplements registration and classification
Self-medication/self-care and preventive medicine
Switches

DISCLAIMER

DEFINITIONS

SOURCES

Summary 1 - Research Sources

About Euromonitor International

Euromonitor International is an independent market intelligence provider. Data, insight and analysis stem from in-the-field research spanning 210 national markets.

Content ranges from the in-depth and country-specific, to key strategic themes with a global range and significance. Products cover a comprehensive range of insights and market data, but can be broadly categorised as:

- **Strategy Briefings:** Global or regional in scope, and focussing on the most important themes shaping consumer demand, the key markets, competitive environment and future outlook across a range of industries.
- **Company Profiles:** Analysis dedicated to the world's most significant companies, with detailed insight into their activities, focus of operations, their competitors, their geographic presence and performance.
- **Country Reports:** For an in-depth understanding of specific countries, whether by industry, economic metrics or consumer trends and lifestyles. These reports cover current trends, consumer demand, market potential and future prospects, with country-specific local insight and comprehensive data, unavailable elsewhere.

For more information on this report, further enquiries can be directed via this link www.euromonitor.com/sleep-aids-in-the-us/report.