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Amazon delivered more parcels in 2025 than the Big 3

March 16, 2026: ShipMatrix is pleased to share highlights of its U.S. Domestic Parcel Market Report for 2025.

U.S. Domestic Parcel Market Snapshot
Revenue: $196 billion (+4.1%); Volume: 23.9 billion (+0.4%)
91 million per weekday | 95 per adult | 1.84 parcels per adult per week
Average revenue/cost per parcel: $8.20
Volume Growth Projection: 3.9% CAGR from 23.9 billion in 2025 to 26.8 billion in 2028

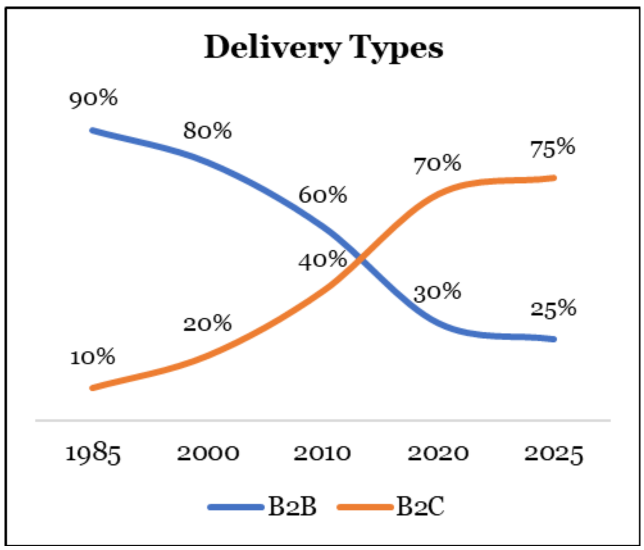
The total parcel volume in 2025 was 23.9 billion showing a low marginal growth compared to 2024. However, the revenues still grew by 4.1 percent as the Big 3 (FedEx, UPS and USPS) were able to gain some of their annual general rate increases.

While the volume was almost flat, market share was redistributed with FedEx (FDX), Amazon, online retailers like Walmart, Target and Staples, and other for-hire carriers like Jitsu, Better Trucks, Uni-Uni, SpeedX, etc. gaining volume from UPS and the U.S. Postal Service.

The largest growth of 13.0 percent was achieved by the non-traditional carriers. While Amazon Logistics had a lower growth of 9.9 percent, it was on its much larger base of 6.7 billion parcels, and FedEx grew by 5.2 percent. Their growth came at the expense of UPS and the Postal service volumes with each declining by 8.6 percent.

B2C deliveries dominate now

With the exponential growth in online sales, the market share of B2C segment (includes marginal volume of C2C and C2B) has increased from 10 percent in 1985 to 75 percent in 2025.



Ironically, 1985 was the year when RPS (former FedEx Ground) came into existence, and when the market was dominated by B2B deliveries (90 percent). It is noteworthy that in spite FedEx focus for future growth still on B2B segment, which has declined to 25% of the market, it is gaining market share. And faced with a high-cost structure for handling B2C parcels, UPS is also targeting the same high value B2B shipments and higher value B2C parcels.

While FedEx is seeking B2C parcels that weigh over 50 pounds and over 2 pounds in weight but traveling more than 300 miles, it will be targeting a smaller segment of B2C parcels. ShipMatrix data on billions of parcels shows that with less than 5 percent of B2C parcels weigh over 50 pounds and fewer than 50 percent of B2C parcels travel farther than 300 miles.

Amazon reaches a new milestone

In addition to overtaking Walmart (WMT) with $717 billion in sales in 2025, Amazon also broke the record of becoming the market leader in parcel volume by delivering more packages than each of the Big 3.

With both FedEx and UPS showing less interest in delivering low value B2C parcels, the e-commerce giant Amazon, once their biggest customer, continues to grow. In 2025, Amazon's volume of 6.7 billion exceeded that of USPS (6.6 billion) resulting from growth of Amazon online sales, the glide down of Amazon volume with UPS and from the initial phase of its roll-out of deliveries to 4,000 rural communities across the country. This growth comes in spite of Amazon still using UPS, USPS, FedEx and others to deliver millions of parcels per day generated by its on-line marketplace.

Another significant milestone of 2025 was Amazon Shipping winning bids against the Big 3 for delivery of parcels for non-Amazon online customers.

The rise of AI and hi-tech

Utilization of drones, robots and autonomous vehicles robotics was also very noticeable in 2025 with development of several start-up last-mile delivery solutions. While these advancements are not a threat to the Big 3 that are now the Big 4, they are potential acquisition targets for them.

2025 at a glance

Volumes: In 2025 the U.S. domestic parcel volumes were at all-time high of 23.9 billion but just marginally more than last year. For the first time, Amazon with 6.7 billion packages surpassed the USPS with 6.6 billion packages to become the market leader.

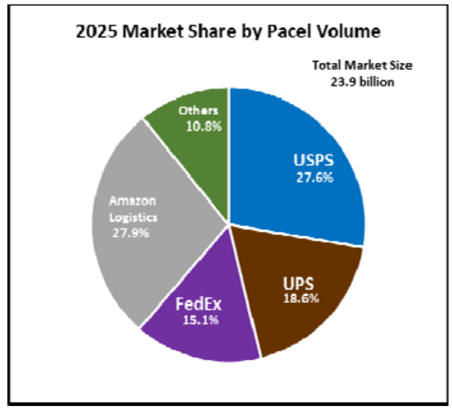
UPS delivered 4.4 billion packages with 8.6 percent decline, while FedEx delivered 3.6 billion packages with 5.2 percent increase.

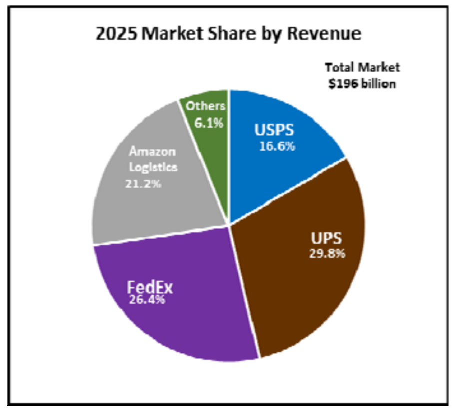
'Other Carriers' volumes grew by over 13.0 percent to reach 2.5 billion.

Revenues: Parcel revenues grew by 4.1 percent to reach $196.0 billion.

UPS is still on the top of the list with revenues of $58.3 billion, followed by FedEx at $51.7 billion while Amazon Logistics and USPS had $40.5 and $32.5 billion in revenues respectively.

And 'Other Carriers' revenue/cost grew by 11 percent to $12 billion in 2025 driven largely by higher volume.





Forecast
ShipMatrix is forecasting that the U.S. Parcel Market Volume will grow at 3.9 percent CAGR over the next 3 years reaching 26.8 billion in 2028. The faster growth is attributed to new technology driven online shopping capabilities and brick and mortar stores holding inventory on fewer items and selling missing items via free delivery to residences.

About ShipMatrix, Inc.:
Since 2000, ShipMatrix and SJ Consulting Group have supported hundreds of customers who have shipped over a billion parcels for visibility, transportation spend and customer experience, and have an unmatched track record of forecasting 90+ future events for the industry.

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