

SONIC AUTOMOTIVE INC

Form 4

November 16, 2006

**FORM 4****UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549**

Check this box  
if no longer  
subject to  
Section 16.  
Form 4 or  
Form 5  
obligations  
may continue.  
See Instruction  
1(b).

**STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP OF  
SECURITIES**

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934,  
Section 17(a) of the Public Utility Holding Company Act of 1935 or Section  
30(h) of the Investment Company Act of 1940

## OMB APPROVAL

OMB  
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2005  
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response... 0.5

(Print or Type Responses)

1. Name and Address of Reporting Person \*  
IUPPENLATZ MARK J

(Last) (First) (Middle)

C/O SONIC AUTOMOTIVE,  
INC., 5401 EAST INDEPENDENCE  
BOULEVARD

(Street)

CHARLOTTE, NC 28212

(City) (State) (Zip)

2. Issuer Name **and** Ticker or Trading

Symbol

SONIC AUTOMOTIVE INC [SAH]

3. Date of Earliest Transaction

(Month/Day/Year)

11/14/2006

4. If Amendment, Date Original

Filed(Month/Day/Year)

5. Relationship of Reporting Person(s) to  
Issuer

(Check all applicable)

\_\_\_\_ Director \_\_\_\_ 10% Owner  
\_X\_ Officer (give title \_\_\_\_ Other (specify  
below) below)

Exec VP of Corp Development

6. Individual or Joint/Group Filing(Check  
Applicable Line)

\_X\_ Form filed by One Reporting Person  
\_\_\_\_ Form filed by More than One Reporting  
Person

**Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned**

| 1. Title of<br>Security<br>(Instr. 3) | 2. Transaction Date<br>(Month/Day/Year) | 2A. Deemed<br>Execution Date, if<br>any<br>(Month/Day/Year) | 3.<br>Transaction<br>Code<br>(Instr. 8) | 4. Securities Acquired (A)<br>or Disposed of (D)<br>(Instr. 3, 4 and 5) | 5. Amount of<br>Securities<br>Beneficially<br>Owned<br>Following<br>Reported<br>Transaction(s)<br>(Instr. 3 and 4) | 6.<br>Ownership<br>Form:<br>Direct (D)<br>or Indirect<br>(I)<br>(Instr. 4) | 7. Nature of<br>Indirect<br>Beneficial<br>Ownership<br>(Instr. 4) |
|---------------------------------------|-----------------------------------------|-------------------------------------------------------------|-----------------------------------------|-------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------|-------------------------------------------------------------------|
| Class A<br>Common<br>Stock            | 11/14/2006 <sup>(1)</sup>               |                                                             | M                                       | 1,900 A                                                                 | \$ 7.9375 50,700                                                                                                   | D                                                                          |                                                                   |
| Class A<br>Common<br>Stock            | 11/14/2006 <sup>(1)</sup>               |                                                             | S                                       | 1,900 D                                                                 | \$ 28 48,800                                                                                                       | D                                                                          |                                                                   |
| Class A<br>Common<br>Stock            | 11/15/2006 <sup>(1)</sup>               |                                                             | M                                       | 200 A                                                                   | \$ 7.9375 49,000                                                                                                   | D                                                                          |                                                                   |
| Class A                               | 11/15/2006 <sup>(1)</sup>               |                                                             | S                                       | 200 D                                                                   | \$ 28 48,800                                                                                                       | D                                                                          |                                                                   |

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Common  
Stock

|                            |                           |   |       |   |           |        |   |
|----------------------------|---------------------------|---|-------|---|-----------|--------|---|
| Class A<br>Common<br>Stock | 11/16/2006 <sup>(1)</sup> | M | 7,900 | A | \$ 7.9375 | 56,700 | D |
|----------------------------|---------------------------|---|-------|---|-----------|--------|---|

|                            |                           |   |        |   |            |        |   |
|----------------------------|---------------------------|---|--------|---|------------|--------|---|
| Class A<br>Common<br>Stock | 11/16/2006 <sup>(1)</sup> | M | 20,000 | A | \$ 10.0625 | 76,700 | D |
|----------------------------|---------------------------|---|--------|---|------------|--------|---|

|                            |                           |   |        |   |          |        |   |
|----------------------------|---------------------------|---|--------|---|----------|--------|---|
| Class A<br>Common<br>Stock | 11/16/2006 <sup>(1)</sup> | S | 27,900 | D | \$ 28.02 | 48,800 | D |
|----------------------------|---------------------------|---|--------|---|----------|--------|---|

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

**Persons who respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.**

SEC 1474  
(9-02)

**Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned**  
(e.g., puts, calls, warrants, options, convertible securities)

| 1. Title of<br>Derivative<br>Security<br>(Instr. 3) | 2.<br>Conversion<br>or Exercise<br>Price of<br>Derivative<br>Security | 3. Transaction Date<br>(Month/Day/Year) | 3A. Deemed<br>Execution Date, if<br>any<br>(Month/Day/Year) | 4.<br>Transaction<br>Code<br>(Instr. 8) | 5. Number of<br>Derivative<br>Securities<br>Acquired (A)<br>or Disposed of<br>(D)<br>(Instr. 3, 4,<br>and 5) | 6. Date Exercisable and<br>Expiration Date<br>(Month/Day/Year) |     | 7. Title and Amount of<br>Underlying Securities<br>(Instr. 3 and 4) |                    |                            |                                     |
|-----------------------------------------------------|-----------------------------------------------------------------------|-----------------------------------------|-------------------------------------------------------------|-----------------------------------------|--------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------|-----|---------------------------------------------------------------------|--------------------|----------------------------|-------------------------------------|
|                                                     |                                                                       |                                         |                                                             | Code                                    | V                                                                                                            | (A)                                                            | (D) | Date<br>Exercisable                                                 | Expiration<br>Date | Title                      | Amount<br>or<br>Number<br>of Shares |
| Options<br>to<br>Purchase                           | \$ 7.9375                                                             | 11/14/2006 <sup>(1)</sup>               |                                                             | M                                       |                                                                                                              | 1,900                                                          |     | 04/05/2001                                                          | 10/05/2010         | Class A<br>Common<br>Stock | 1,900                               |
| Options<br>to<br>Purchase                           | \$ 7.9375                                                             | 11/15/2006 <sup>(1)</sup>               |                                                             | M                                       |                                                                                                              | 200                                                            |     | 04/05/2001                                                          | 10/05/2010         | Class A<br>Common<br>Stock | 200                                 |
| Options<br>to<br>Purchase                           | \$ 7.9375                                                             | 11/16/2006 <sup>(1)</sup>               |                                                             | M                                       |                                                                                                              | 7,900                                                          |     | 04/05/2001                                                          | 10/05/2010         | Class A<br>Common<br>Stock | 7,900                               |
| Options<br>to<br>Purchase                           | \$ 10.0625                                                            | 11/16/2006 <sup>(1)</sup>               |                                                             | M                                       |                                                                                                              | 20,000                                                         |     | <sup>(2)</sup>                                                      | 11/01/2009         | Class A<br>Common<br>Stock | 20,000                              |

## Reporting Owners

| Reporting Owner Name / Address                                                                             | Relationships |           |                                   |       |
|------------------------------------------------------------------------------------------------------------|---------------|-----------|-----------------------------------|-------|
|                                                                                                            | Director      | 10% Owner | Officer                           | Other |
| IUPPENLATZ MARK J<br>C/O SONIC AUTOMOTIVE, INC.<br>5401 EAST INDEPENDENCE BOULEVARD<br>CHARLOTTE, NC 28212 |               |           | Exec VP of<br>Corp<br>Development |       |

## Signatures

/s/ Mark J.  
Iuppenlatz  
11/16/2006  
Date

\*\*Signature of  
Reporting Person

## Explanation of Responses:

- \* If the form is filed by more than one reporting person, *see* Instruction 4(b)(v).
- \*\* Intentional misstatements or omissions of facts constitute Federal Criminal Violations. *See* 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).
- (1) Options exercised and shares sold pursuant to 10b5-1 trading plan.
- (2) The options to purchase vested in 10,000 share increments on each of 11/1/2000 and 11/1/2001.

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, *see* Instruction 6 for procedure.  
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