

SONIC AUTOMOTIVE INC  
 Form 4  
 November 16, 2006

**FORM 4**

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

OMB APPROVAL

OMB Number: 3235-0287  
 Expires: January 31, 2005  
 Estimated average burden hours per response... 0.5

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

(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  
 Officer (give title below)  Other (specify below)  
 Exec VP of Corp Development

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

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|                      |                           |  |   |        |   |            |        |   |
|----------------------|---------------------------|--|---|--------|---|------------|--------|---|
| Common Stock         |                           |  |   |        |   |            |        |   |
| Class A Common Stock | 11/16/2006 <sup>(1)</sup> |  | M | 7,900  | A | \$ 7.9375  | 56,700 | D |
| Class A Common Stock | 11/16/2006 <sup>(1)</sup> |  | M | 20,000 | A | \$ 10.0625 | 76,700 | D |
| Class A Common 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.

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

\*\*Signature of  
Reporting Person

Date

## 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. Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB number.