

IUPPENLATZ MARK J  
Form 4  
February 09, 2007

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

OMB APPROVAL

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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

2. Issuer Name and Ticker or Trading Symbol  
SONIC AUTOMOTIVE INC [SAH]

5. Relationship of Reporting Person(s) to Issuer  
(Check all applicable)

(Last) (First) (Middle)  
C/O SONIC AUTOMOTIVE,  
INC., 5401 EAST INDEPENDENCE  
BOULEVARD

3. Date of Earliest Transaction  
(Month/Day/Year)  
02/07/2007

\_\_\_\_ Director \_\_\_\_\_ 10% Owner  
 Officer (give title below) \_\_\_\_\_ Other (specify below)  
Exec VP of Corp Development

(Street)  
CHARLOTTE, NC 28212

4. If Amendment, Date Original Filed(Month/Day/Year)

6. Individual or Joint/Group Filing(Check Applicable Line)  
 Form filed by One Reporting Person  
 Form filed by More than One Reporting Person

(City) (State) (Zip)

**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) |   |
|---------------------------------|--------------------------------------|--|--------------------------------|---|---|--|---|---|
|                                 |                                      |  |                                | (A) or (D)  | Price   |  |   |   |
|                                 |                                      |  |                                | Code  | V   | Amount   |   |   |
| Class A Common Stock            | 02/07/2007 <sup>(1)</sup>            |  | M                              | 20,000  | A   | \$ 16.51   | 68,800  | D |
| Class A Common Stock            | 02/07/2007 <sup>(1)</sup>            |  | S                              | 20,000  | D   | \$ 32  | 48,800  | D |
| Class A Common Stock            | 02/09/2007 <sup>(1)</sup>            |  | M                              | 10,000  | A   | \$ 19.23   | 58,800  | D |
| Class A Common Stock            | 02/09/2007 <sup>(1)</sup>            |  | M                              | 10,000  | A   | \$   | 68,800  | D |

|                            |                           |   |        |   |       |        |   |
|----------------------------|---------------------------|---|--------|---|-------|--------|---|
| Common<br>Stock            |                           |   |        |   |       | 23.78  |   |
| Class A<br>Common<br>Stock | 02/09/2007 <sup>(1)</sup> | S | 20,000 | D | \$ 33 | 48,800 | D |

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

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(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) | Amount<br>or<br>Number<br>of Shares |        |
|---|---|---|---|---|--|--|---|-------------------------------------|--------|
|   |   |   |   | Code                                    | V (A) (D)  | Date<br>Exercisable  | Expiration<br>Date  | Title                               |        |
| Options<br>to<br>Purchase                           | \$ 16.51  | 02/07/2007 <sup>(1)</sup>               |   | M                                       | 20,000   | 04/11/2002   | 10/11/2011  | Class A<br>Common<br>Stock          | 20,000 |
| Options<br>to<br>Purchase                           | \$ 19.23  | 02/09/2007 <sup>(1)</sup>               |   | M                                       | 10,000   | <sup>(2)</sup>   | 04/21/2015  | Class A<br>Common<br>Stock          | 10,000 |
| Options<br>to<br>Purchase                           | \$ 23.78  | 02/09/2007 <sup>(1)</sup>               |   | M                                       | 10,000   | <sup>(3)</sup>   | 02/19/2014  | Class A<br>Common<br>Stock          | 10,000 |

## 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

02/09/2007

\_\_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) These options vest in three equal annual installments beginning on 4/21/2006.
- (3) These options vest in three equal annual installments beginning on 2/19/2005.

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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