

LITHIA MOTORS INC  
Form 4  
March 27, 2007

**FORM 4**

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

OMB APPROVAL

OMB Number: 3235-0287  
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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 \*  
JONES DON H

(Last) (First) (Middle)  
360 E. JACKSON ST.  
(Street)

MEDFORD, OR 97501

(City) (State) (Zip)

2. Issuer Name and Ticker or Trading Symbol  
LITHIA MOTORS INC [LAD]

3. Date of Earliest Transaction  
(Month/Day/Year)  
03/09/2007

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)  
Sr. Vice President, Retail

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 Ownership (Instr. 4) |
|---------------------------------|--------------------------------------|--|--------------------------------|---|---|--|-----------------------------------|
|                                 |                                      |  |                                | (A) or (D) Price  |   |  |                                   |
| Class A Common                  |                                      |  |                                |   | 35,047  | D  |                                   |
| Class A Common                  |                                      |  |                                |   | 12,166  | I  | By 401(k)                         |

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

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SEC 1474 (9-02)

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**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 |
| Stock Option (right to buy)                | \$ 28.34   | 03/09/2007                           |  | A                              |   | 14,000   |     | 03/09/2012  | 03/09/2013      | Class A Common | 14,000                     |
| Stock Option (2000) (ISO) (right to buy)   | \$ 16.75   |                                      |  |                                |   |  |     | 01/06/2005  | 01/06/2010      | Class A Common | 4,000                      |
| Stock Option (2000a) (ISO) (right to buy)  | \$ 16.75   |                                      |  |                                |   |  |     | <u>(1)</u>  | 01/06/2010      | Class A Common | 14,446                     |
| Stock Option (2000c) (NQ) (right to buy)   | \$ 16.75   |                                      |  |                                |   |  |     | <u>(2)</u>  | 01/06/2010      | Class A Common | 5,554                      |
| Stock Option (2001iso) (right to buy)      | \$ 19.24   |                                      |  |                                |   |  |     | 12/26/2006  | 12/26/2011      | Class A Common | 5,197                      |
| Stock Option (2002iso) (right to buy)      | \$ 15.13   |                                      |  |                                |   |  |     | 12/26/2007  | 12/26/2012      | Class A Common | 6,609                      |
| Stock Option                               | \$ 15.13   |                                      |  |                                |   |  |     | 12/26/2007  | 12/26/2012      | Class A Common | 1,391                      |

(2002nq)  
(right to  
buy)

Stock  
Option  
(right to  
buy)

\$ 29.42

03/11/2009 03/11/2010

Class A  
Common

8,001

Stock  
Option  
(right to  
buy)

\$ 27.58

02/09/2010 02/09/2011

Class A  
Common

12,000

Stock  
Option  
(2001)  
(NQ)  
(right to  
buy)

\$ 1

12/26/2005 12/26/2010

Class A  
Common

8,000

Stock  
Option  
(2001nq)  
(right to  
buy)

\$ 19.24

12/26/2006 12/26/2011

Class A  
Common

2,803

Stock  
Option  
(right to  
buy)

\$ 31.67

03/10/2011 03/10/2012

Class A  
Common

14,000

## Reporting Owners

| Reporting Owner Name / Address                         | Relationships |           |                            |       |
|--|---------------|-----------|----------------------------|-------|
|  | Director      | 10% Owner | Officer                    | Other |
| JONES DON H<br>360 E. JACKSON ST.<br>MEDFORD, OR 97501 |               |           | Sr. Vice President, Retail |       |

## Signatures

By: Cliff E. Spencer,  
Attorney-in-Fact for

03/27/2007

\*\*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) The option vests as follows: 4,000 on 1/6/01; 4,000 on 1/6/02; 2,447 on 1/6/03; 2,029 on 1/6/04 and 1,970 on 1/6/05

(2) The options vest as follows: 1,553 on 1/6/03; 1,971 on 1/6/04; and 2,030 on 1/6/05

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