

LITHIA MOTORS INC  
Form 4  
September 01, 2005

**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 \*  
GRAY R BRADFORD

(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)  
08/31/2005

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)  
Executive Vice President

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                  | 08/31/2005                           |  | S                              | 950   | D \$ 29.3   | 47,000   | D                                 |
| Class A Common                  | 08/31/2005                           |  | S                              | 1,000   | D \$ 29.63  | 46,000   | D                                 |
| Class A Common                  | 08/31/2005                           |  | S                              | 1,000   | D \$ 29.74  | 45,000   | D                                 |
| Class A Common                  | 08/31/2005                           |  | S                              | 2,000   | D \$ 29.66  | 43,000   | D                                 |
| Class A Common                  | 08/31/2005                           |  | S                              | 2,000   | D \$ 29.65  | 41,000   | D                                 |

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Class A  
Common 08/31/2005 S 1,000 D \$ 29.7 40,000 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) | 8. Amount or Number of Shares |                            |
|--|--|--------------------------------------|--|--------------------------------|---|--|---|-------------------------------|----------------------------|
|  |  |                                      |  | Code                           | V (A) (D)   | Date Exercisable   | Expiration Date   | Title                         | Amount or Number of Shares |
| Class B Common                             | \$ 0   |                                      |  |                                |   | (1)  | (1)   | Class A Common                | 278,978                    |
| Stock Option (1997) (NQ) (right to buy)    | \$ 1   |                                      |  |                                |   | (2)  | 12/31/2005  | Class A Common                | 2,909                      |
| Stock Option (1998b) (ISO) (right to buy)  | \$ 14.75   |                                      |  |                                |   | (3)  | 12/31/2005  | Class A Common                | 8,000                      |
| Stock Option (1999) (ISO) (right to buy)   | \$ 16.5  |                                      |  |                                |   | 01/01/2004   | 01/01/2009  | Class A Common                | 6,060                      |
| Stock Option (1999b)                       | \$ 16.5  |                                      |  |                                |   | 01/01/2005   | 01/01/2009  | Class A Common                | 1,940                      |

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|  |          |  |            |            |                   |        |
|--|----------|--|------------|------------|-------------------|--------|
| (ISO)<br>(right to<br>buy)                               |          |  |            |            |                   |        |
| Stock<br>Option<br>(2000)<br>(NQ)<br>(right to<br>buy)   | \$ 16.75 |  | 01/06/2005 | 01/06/2010 | Class A<br>Common | 3,941  |
| Stock<br>Option<br>(2000b)<br>(ISO)<br>(right to<br>buy) | \$ 16.75 |  | <u>(4)</u> | 01/06/2010 | Class A<br>Common | 15,949 |
| Stock<br>Option<br>(2000c)<br>(NQ)<br>(right to<br>buy)  | \$ 16.75 |  | <u>(5)</u> | 01/06/2010 | Class A<br>Common | 8,110  |
| Stock<br>Option<br>(2001iso)<br>(right to<br>buy)        | \$ 19.24 |  | 12/26/2006 | 12/26/2011 | Class A<br>Common | 5,197  |
| Stock<br>Option<br>(2002iso)<br>(right to<br>buy)        | \$ 15.13 |  | 12/26/2007 | 12/26/2012 | Class A<br>Common | 6,609  |
| Stock<br>Option<br>(2002nq)<br>(right to<br>buy)         | \$ 15.13 |  | 12/26/2007 | 12/26/2012 | Class A<br>Common | 5,391  |
| Stock<br>Option<br>(right to<br>buy)                     | \$ 29.42 |  | 03/11/2009 | 03/11/2010 | Class A<br>Common | 12,000 |
| Stock<br>Option<br>(right to<br>buy)                     | \$ 27.58 |  | 02/09/2010 | 02/09/2011 | Class A<br>Common | 14,001 |
| Stock<br>Option  | \$ 1     |  | 12/26/2005 | 12/26/2010 | Class A<br>Common | 12,000 |

(2001)  
(NQ)  
(right to  
buy)

Stock  
Option

(2001nq) \$ 19.24  
(right to  
buy)

12/26/2006 12/26/2011 Class A  
Common 6,803

## Reporting Owners

| Reporting Owner Name / Address                             | Relationships |           |                          |       |
|--|---------------|-----------|--------------------------|-------|
|  | Director      | 10% Owner | Officer                  | Other |
| GRAY R BRADFORD<br>360 E. JACKSON ST.<br>MEDFORD, OR 97501 | X             |           | Executive Vice President |       |

## Signatures

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

09/01/2005

\_\_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) Class B Common converts to Class A Common on a 1:1 ratio at holder's discretion.
- (2) The options vest as to 20% of the total grant on the date of grant and 20% each anniversary date thereafter.
- (3) The options vest as follows: 1,221 on 12/31/02; and 6,779 on 1/1/03.
- (4) The options vest as follows: 3,498 on 12/31/00; 3,498 on 1/6/01; and 4,894 on 1/6/02.
- (5) The options vest as to 50% of total grant on 3rd anniversary of grant date and remaining 50% on 4th anniversary date.

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.