

Luxury Motorcars to move to Richards Boulevard in early 2019



By **Ed Goldman** – Columnist,
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Spend even an hour with Greg Wilson and you're likely to forget you really can't afford that 1995 arrest-me-red Ferrari F50, which sold for \$2.5 million. But don't worry: his inventory of previously owned opulent cars at Luxury Motorcars — on Elvas Avenue, right next to the headquarters of Girl Scouts Heart of Central California — also has some bargains. Like a \$13,900 2010 BMW 3 Series, which is a beaut. It's the same make and color as the getaway car Robert De Niro and his buddies used to gun around France in "Ronin."

Wilson, who's 53, bought Luxury Motorcars three years ago from Colby Sandman, whom I wrote about here nearly four years ago. By then, the business had moved to its current 7,000-square-foot location. But it's about to move again, as soon as early 2019.

Last week, the Sacramento planning commission gave the final nod for the company to renovate a 21,000-square-foot facility at 840 Richards Blvd., which Luxury Motorcars purchased from Neumann Limousine. Neumann has moved a few blocks, to 1421 Richards.

Wilson is in business with John Brasher (pronounced bray-jur), the auto auction magnate whose company sold its multiple locations to KAR Auction Services Inc. a little over two years ago. "John's a few years younger than I am but I think of him as a mentor," Wilson says. He talks fast and has a gravelly but eager voice. It's no surprise that he's been selling cars for more than 30 years, including a lengthy stint as manager of Elk Grove Honda.

To mix a transportation metaphor, Luxury Motorcars flies under the radar. Its near-anonymity as a physical presence is necessary, Wilson says, because "I have an inventory of cars here that are worth millions of dollars. I (recently) had just *four* cars here worth a total of \$11 million. We're not about to leave them out on a lot or in a (glass-walled) showroom." In fact, he says, he had to argue with the city's request that his new location on Richards Boulevard feature large enough portals for people to see inside from the street. "On that street? No way," Wilson says, "though I hope it gets cleaned up." Wilson may be referring to the large number of homeless people who wander throughout the area — though the presence of a Sacramento Police Department facility at 300 Richards Blvd. may be comforting.

Despite its visual anonymity, Luxury Motorcars is a great place for what Wilson calls "a museum tour." It's open six days a week and welcomes private appointments. You can check out current and recently sold vehicles at the company's website, luxmotorcars.com.

Visiting the facility becomes a jaw-dropping/eye-popping/heart-stopping experience if, like me, you love expensive cars — even if your budget keeps you from reaching for your wallet and saying, "I'll

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take that Aston Martin in the corner.” Yes, there really is one on my visit —the make of car Sean Connery drove in the early James Bond films. (Perhaps you recall the ejector passenger seat from the 1964 movie, “Goldfinger”? I’m pretty sure that doesn’t come standard, as they say in the car biz.) Wilson, a Sacramento native whose wife Candice is his part-time business manager, is one of the rare military veterans who’s received two honorable discharges from the United States Marine Corps. He served from 1981 to 1992 but mustered himself into the Reserves in 1985, when he took his bass guitar, went to New York to get into the music business and managed to become a roadie for Red Hot Chili Peppers. He re-enlisted in 1987. “I don’t think New York and I were meant for each other,” he says with a deep-throated chuckle.