

# Real Estate Journal

THE LARGEST WEEKLY COMMERCIAL/INVESTMENT NEWSPAPER IN THE WORLD

## Thomas St. Jean Managing Director Compass Exchange Advisors



Thomas St. Jean

Name: Thomas St. Jean

Title: Managing Director

Company: Compass Exchange Advisors, a subsidiary of Rockland Trust

Location: 50 Resnik Rd., Plymouth, MA 02360

Birthplace and year: Nashua, N.H., 1968

Family: Wife, Mary Pat; children: Katie, Meaghan, Andrew, Molly

College: Providence College, BA, Business Economics

First job outside of 1031: Finance analyst for a real estate group at Chase Manhattan  
Bank

First job in 1031: Vice president of advisory services at APEX Property Exchange

What do you do now and what are you planning for the future? Co-founded Compass Exchange Advisors in 2004, sold to Rockland Trust in 2007. Continue to grow the 1031 qualified intermediary business for the bank. Focusing on providing outstanding service and security of exchange funds to institutional and individual real estate investors.

Favorite book: "The Greatest Salesman in the World" by Augustine Mandino

Favorite movie: "It's a Wonderful Life"

Key to success: Go the extra mile.

If you had to choose another vocation what would it be? H.S. basketball coach