

Using Historical Records to Source Powerful Firsthand Accounts

Real Estate Assessor Data

Details property ownership, valuation, and sales history

- Property Value Assessments
- Owner Information
- Property Tax Records
- Property Description (e.g., size, structure)
- Transaction History

Census Records

Document population demographics and family relationships

- Household Composition
 - family relationships and living arrangements.
- Community Residential Makeup
 - racial demographics and socioeconomic status of the

Property Records

Documents transferring of property ownership rights

- Circumstances surrounding the property transfer
- Relationship details between the previous and current owners or sellers

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Property Records

Circumstances surrounding the property transfer

THIS DEED OF BARGAIN AND SALE made this 9th day of April, 2007, by and between **MARTHA ANN HUGHES** (surviving spouse of **HENRY SYLVESTER HUGHES**), hereinafter called Grantor, and **CHRISTOPHER NEWPORT UNIVERSITY REAL ESTATE FOUNDATION, INC.,** a Virginia corporation, hereinafter called Grantee, whose mailing address is One University Place, Newport News, Virginia 23606.

Relationship details between the previous and current owners or sellers

It being the same property conveyed unto Henry Sylvester Hughes and Martha Ann Hughes, husband and wife, as tenants by the entirety with the right of survivorship, by deed from Henry Sylvester Hughes and Martha Ann Hughes, his wife, dated September 26, 1960, and recorded in the Clerk's Office of the Circuit Court for the City of Newport News, Virginia, in Deed Book 408, page 164, the said Henry Sylvester Hughes having died on January 19, 1992, while still married to Martha Ann Hughes.

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Strategies for Effective Sourcing and Interviewing

Source Identification

- Utilize networks to locate descendants
- Assess residency details to prioritize target families

Trust Building and Interview Optimization

- Efficiently directs interviews, avoiding redundant discussions
- Informed preparation instills confidence in sources
- Demonstrating thorough research builds trust

Presented by Brandi Kellam