

## ENGLISH: SPANISH

### Dialogue

**Domain:** Financial

**Gender of English speaker:** Male

**Gender of LOTE speaker:** Female

### Scenario:

This dialogue takes place between Mr Wilson, a loan manager at a Sydney Bank and a client who has made an appointment to see him. The client wants to purchase a property and is enquiring about how to apply for a loan.

### The dialogue begins now:

No.	Speakers	Segments	Words
1	ENGLISH	Hello, my name is Justin Wilson. I understand you are booked in with me today to discuss a loan, is that right?	22
2	SPANISH	Sí, así es. Por fin he encontrado un apartamento a buen precio y estoy pensando en comprarlo, así que tengo algunas preguntas.	
Translation		Yes, that's right. I finally found an apartment for a decent price and I'm thinking of buying it, so I have a few questions.	24
3	ENGLISH	You've come to the right place. How can I help?	10
4	SPANISH	Me gustaría saber cómo obtener financiación, cuál es la tasa de interés y de cuánto debe ser el depósito.	
Translation		I would like to know how to obtain financing, what is the interest rate and how much deposit is needed.	20
5	ENGLISH	I can certainly assist you with all that. How about we start by talking about the property you are interested in?	21
6	SPANISH	Sí, perfecto.	
Translation		Yes, perfect.	2
7	ENGLISH	What caught your eye in this property? And how much is it valued at?	14
8	SPANISH	Es un apartamento muy pequeño de dos dormitorios. Hace poco que renovaron el suelo, y la ubicación es genial, cerca de todo lo que necesito.	
Translation		It is a very small two-bedroom apartment. The floor has been recently renovated and the location is great, close to everything I need.	23
9	ENGLISH	Fantastic. Do you have the financial details for the property, such as the price and rates?	16
10	SPANISH	La señora de la agencia inmobiliaria me dijo que el dueño acepta ofertas por encima de los 600.000 dólares. Es un poco más de lo que había planeado, pero es un gran hallazgo.	
Translation		The lady from the real estate agency said the owner is accepting offers above \$600,000. It is a little over what I had planned, but it is a great find.	33

11	ENGLISH	Certainly. We need to work out if you have enough savings for the deposit and whether you can borrow the rest.	21
12	SPANISH	¿Y de cuánto sería el depósito para este inmueble?	
Translation		And how much would the deposit for this property be?	10
13	ENGLISH	You need at least 10% of the total value, plus enough to cover other rates and expenses.	18
14	SPANISH	Bien, eso es lo que imaginaba. Ya tengo 70.000 dólares ahorrados para cubrir el depósito y las tasas. ¿Me prestará el banco el resto?	
Translation		Ok, that is what I figured. I already have \$70,000 saved to cover the deposit and fees. Will the bank lend me the rest?	26
15	ENGLISH	Let's use our loan calculator to work out how much you can borrow. I need to ask you some personal questions in order to assess your income.	27
16	SPANISH	Por supuesto. He reunido todos los documentos y los he traído hoy para que podamos empezar de inmediato.	
Translation		Of course. I gathered all my documents and brought them with me today so that we can get started straight away.	21

### End of Dialogue

### **Dialogue - Word Count**

Language	Total number of words	Number of segments with 20 or less words	Number of segments with 21-35 words	Number of segments with less than 10 words
ENGLISH	149	4	4	0
SPANISH	159	3	5	1
Total	308	7	9	1