

ENGLISH: PASHTO**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 | PASHTO | هوا! بالکل همداسې ده. ما بالاخره په مناسب قیمت یو اپارتمان پیدا کړ او د اخستو په هکله یې فکر کوم، نو یو څو سوالونه لرم. | |
| 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 | PASHTO | زه غواړم پدې پوهه شم چې څرنگه کولای شم چې پور واخلم، صود به یې څومره وي او څومره به نغدې په کار وي؟ | |
| 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 | PASHTO | هو، سمه ده. | |
| Translation | | Yes, perfect. | 2 |
| 7 | ENGLISH | What caught your eye in this property? And how much is it valued at? | 14 |
| 8 | PASHTO | دا یو ډیر کوچنی د دوو د خوب خونو اپارتمان دی. غولئ یې لږ وخت کیږي چې نوی شوی دی او موقعیت یې ډیر ښه دی. هر څه چې زما په کار وي هغو ته نژدې دی. | |
| Translation | | It is a very small two-bedroom apartment. The floor has been recently renovated and the location is great, near everything I need. | 23 |
| 9 | ENGLISH | Fantastic. Do you have the financial details for the property, such as the price and rates? | 16 |
| 10 | PASHTO | د معاملو د لارښوونې دې دفتر څخه هغې ښځې وویل چې مالک یې د ۶۰۰۰۰۰ ډالرو څخه پورته وړاندیز قبلوي. دا د هغو مقدار پیسو څخه چې ما ورته په نظر کې نیولې لږ لوړ دی، مګر دا ښه موندنه ده. | |
| 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 | PASHTO | خو ددې ملکیت لپاره به نغدې خومره په کار وي؟ | |
| 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 | PASHTO | هو، ما هم داسې فکر کاوه. ما مخکې له مخکې ۷۰۰۰۰ ډالره د نغدي بياني او اړونده فیسونو لپاره ساتلي دي. آیا بانک به دا پاتې برخه پور راکړي؟ | |
| 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 | PASHTO | هو بالکل. ما خپل ټول اسناد را ټول کړي او له ځان سره مې نن راوړي دي ترڅو ا همداسې اوس شروع پرې وکړو. | |
| 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 |
| PASHTO | 159 | 3 | 5 | 1 |
| Total | 308 | 7 | 9 | 1 |