



**UNIVERSIDAD
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**TRANSLATING FOR TRANSLINGUAL READERS: A PROPOSAL FOR THE
TRANSLATION OF THE AMERICAN FINANCIAL NETWORK MORTGAGE
BANK WEBSITE**

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Master of Arts in Translation

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Presented by

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Submitted to the School of Languages as partial fulfillment of the requirements for the
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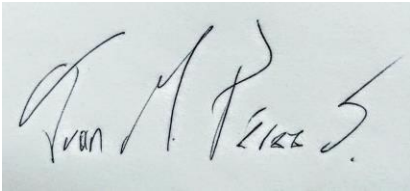
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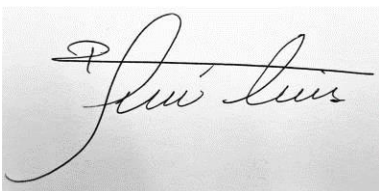
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To my parents, for all their love and support.

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ABSTRACT

American Financial Network (AFN) is a USA-based mortgage bank with wide presence in that country. Many of its customers are of Latino or Hispanic origin, and therefore Spanish is their language of communication. Although many Latino or Hispanic AFN representatives communicate with their clients in Spanish, the bank's webpage has not been translated into Spanish until now. As a result, the main objective of this professionalizing master thesis work has been to translate the website of the US mortgage bank American Financial Network, from English into Spanish to fulfill both the sender's intention and the target readers' needs by considering aspects of the translanguaging¹ displayed by US-based Spanish-speaking individuals, and under the basic tenets of Skopos² and functionalism³ theories. Furthermore, the present work is intended also to (i) analyze the translation process based on the concepts of translation method, strategies, and techniques⁴ and (ii) comment on such process based on what was analyzed —being the use of the “borrowing” technique of particular interest given the intended purpose and target audience of the target text—.

Keywords: translation, translation studies, translanguaging, functionalism, mortgage banking, borrowing.

¹ Proposed by authors such as Canagarajah (2011, 2013) and García & Wei (2014)

² Proposed by Vermeer (1978) and Reiss (1984)

³ Proposed by Nord (2005, 2009, 2013)

⁴ Proposed by Hurtado Albir (2001)

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Introduction

Although the definition of *localization* is not yet clear, there is a consensus that such a process involves both the modification of digital texts, and the sociolinguistic background of the target reader (Jiménez-Crespo, 2013, pp. 13-12). That is, the localization practices (web localization, videogames localization, software localization, etc.) require a diverse group of professionals including localization engineers, managers, and *localizers-translators* (Jiménez-Crespo, 2013, p. 28), and, likewise, involves certain parameters, including linguistic and non-linguistic aspects (Sánchez, 2005, pp. 152-153).

In this paper, it is crucial to emphasize the definitions that are closely associated with Translation Studies (henceforth TS) concerning the concept of *localization*. Specifically, the ones that point to the importance of an attentive and meaningful understanding of the reader's specific context and its linguistic features. Esselink, for example, discloses and agrees with the concept of localization as adapting a product linguistically and culturally to a particular locale (2000, p.3). *Locale*, in the same line, refers to “a group of people who share a language, writing system, and other properties (...) this could be a region, a country, or just a language community” (Sandrini, 2005, pp. 1-2).

The Latino or Hispanic community⁵ in the United States, for instance, can be regarded as one of such locales. Particularly, because at the outset of the 21st century, this community became the largest ethnic minority in the US, and nowadays, it is seen as the

⁵ The United States Census Bureau (n.d.) usually refers to Hispanic or Latino as one big ethnicity—or community—and they remark: “The ethnicity classifications used by the U.S. Census Bureau adhere to the October 30, 1997, Federal Register notice entitled, [...] the terms ‘Hispanic,’ ‘Latino,’ and ‘Spanish’ are used interchangeably. Some respondents identify with all three terms while others may identify with only one of these three specific terms. People who identify with the terms “Hispanic,” “Latino,” or “Spanish” are those who classify themselves in one of the specific Hispanic, Latino, or Spanish categories listed on the questionnaire.”

most rapidly growing population group in that country (Golubov, 2008, pp.4-5). To illustrate this, in 2021 alone, there was an increase of 82,225 Latino and Hispanic immigrants (González & Ostolaza, 2022, p.1) and, currently, more than 62 million habitants comprise the Hispanic community in the US (The Hispanic Star, 2022). The influence of this community has been so considerable that within the country's economy, Hispanics have the highest purchasing power within the minority market and represent 46% of new home growth (The Hispanic Star, 2022).

From the above it should also be noted that the Hispanic community comes from parts of the world where language and culture differ from those of the host country, and, as a result they go through linguistic and cultural changes. Language contact, to be specific, usually manifests on the grounds of immigration since it “often involves face-to-face interactions among groups of speakers, at least some of whom speak more than one language” (Thomason, 2001, p.3). This linguistic phenomenon results, in turn, in a change in one or more of the languages involved in everyday communication since at least one of the languages involved will exert some influence on the other (Thomason, 2001, p.10).

The coexistence of two or more languages within one context leads to some communicative modes, such as *code-switching*⁶, *code-meshing*⁷, or polyglot dialog, which arise on the basis of negotiation practices in specific contexts. Canagarajah (2013) proposed the ‘holistic’ term of *translingual practice* in an attempt to cover such cross-language

⁶ “Switch back and forth between different languages or dialects depending upon their situation” (Gayle et al., n.d.)

⁷ “Combining, or meshing, different ‘codes’ within one context” (Gayle et al., n.d.)

relations in communities established in global contact zones (p.6). He views this concept as a new language based on several points, some of which refer to language contact as a form of negotiation and utilization of mobile resources depending on the context:

Languages are not necessarily at war with each other; they complement each other in communication (...) The influences of one language on the other can be creative, enabling, and offer possibilities for voice. In the context of such language diversity, meaning does not arise from a common grammatical system or norm, but through negotiation practices in local situations. Finally, at its most basic, then, communication involves treating languages as "mobile resources" (Blommaert, 2010, p. 49) that are appropriated by people for their purposes; these resources index meaning and gain form in situated contexts for specific interlocutors in their social practice (Canagarajah, 2013, p.7).

Certainly, translating for readers who resort to these dynamic ways of communication means there is much more to evaluate than a purely linguistic set of rules.

The aforementioned points lead this paper to its general objective: to translate, from English into Spanish, the website of the US mortgage bank American Financial Network (henceforth AFN) while being aware of the linguistic features that the Latino or Hispanic U.S. population presents; acknowledging them as a locale and the target audience of this proposal, in order to deliver the original message of the website to this audience as clear, and adequate as possible.

It is necessary to underscore that the information collected and presented here —to achieve the main objective— arises from the author's cumulative experience of over three years working at the AFN company, and from some U.S. governmental web sites already translated into Spanish (see *Results and Analysis*). With said information, it is expected to present here a target text that fulfills both the sender's intention and the target readers' requirements. It incorporates aspects of translanguaging displayed during the

communication practices between US Spanish-speaking individuals, and employees in the AFN mortgage context that might influence the translation process.

In order to have a broader view of the above proposal, it is of great importance to understand that AFN mortgage bank is licensed to operate only within the fifty states of the USA. Notwithstanding, due to the country's cosmopolitan environment, a majority of AFN clients come from a multitude of ethnicities and races, among the most important is the Latino or Hispanic community (Maldonado, 2020). Sub Sewell branch, as a case in point, has been operating since August 2019, and a report retrieved in October 2021 revealed that from 7,892 loans that have been processed, 3,336 are loans requested by Latinos (Encompass, 2021). That represents almost 43% of clients from states such as Florida, New York, and New Jersey.

However, it is interesting that the AFN webpage does not provide any company information (e.g., loan programs, services, branches, etc.) in Spanish (Maldonado, 2020). This scenario suggests that AFN mortgage has lagged behind in comparison to companies such as Bank of America⁸ or Chase bank⁹, which realized the need to approach their Spanish-speaking potential clients by using their language on the companies' websites, above all, because applying a customer-oriented approach based on satisfying clients' needs is now a competitive strategy (Luo & Seyedian, 2003).

The above may lead one to assume that the translation of the AFN website could imply the possible improvement of the customer care service for US Spanish-speaking

⁸ See: <https://www.bankofamerica.com/es/>

⁹ See: <https://www.chase.com/espanol>

clients and the potential for reaching more potential customers. Nonetheless, this project will be developed merely for academic purposes. This practical exercise will consider the target reader's linguistic and cultural context, including the dynamic modes of communication utilized among clients and AFN workers. It will also take into account mortgage bank terminology, incorporating existing translations from other webpages or dictionaries. Moreover, it will employ and analyze TS strategies, techniques, and methods that help preserve the main intention of the sender and meet the linguistic needs of the target reader.

This proposal can correspond then to what has been defined by some TS scholars as a localization exercise, since it aims to translate the digital texts of a product contained in the AFN website, while placing great emphasis on the Latino or Hispanic community as a locale considering as well its economic and social influence within the current US society (Saenz, 2004). The process of localizing the website hence implies adapting to the specific audience, considering their demands, and what would be an accurate strategy and method to adapt the AFN website linguistically and culturally.

Certainly, it is essential to understand the locale in question to achieve the above objective. This also includes getting a picture of the adaptation process the intended readers have been through with regard to culture, language, or the legal system. The fact that all AFN borrowers are required to present documents such as tax rolls, pay stubs, bank statements, and Social Security Numbers (American Financial Network, Inc., n.d.) denotes that all Latino or Hispanic customers who apply for a mortgage loan have settled in the US for a considerable period. In fact, all citizens, including foreign residents, receive corresponding legal US forms (e.g., 1040 form [Individual Income Tax Return]; W-2 form

[Wage and Tax statement], etc.) and their instructions in English (Internal Revenue Service, n.d.). Seemingly, Latino or Hispanic foreign residents are familiar with coping with legal documents in that language. Even if their communication frequently takes place in Spanish, they are eventually required to adapt to the language and social structures of their host country.

What has been mentioned above exemplifies Canagarajah's (2013) assertion that "migration has involved people taking their heritage languages to new locales and developing repertoires that were not traditionally part of their community" (p.2). As a result, Latino or Hispanic individuals—including AFN customers—make use of linguistic hybridity, especially in situations where they do not find a common code in their mother tongue (p.4). That is, they may resort to employing English language elements to bridge the communication gap or effectively convey their intended meaning.

Several fields of linguistics and psycholinguistics argue that, although languages have conceptual differences, they are not as significant as to make understanding difficult between speakers. In such a manner, it is affirmed that there is nothing in one language that cannot be said in another one since meanings can be expressed through circumlocutions (Centro Virtual Cervantes, n.d.). But even in those cases, there is plenty of literature (Bullock & Toribio, 2009; Fairclough, 2003; García-Molins & Jorques Jiménez, 2017; Zentella, 1997) evidencing that most of the immigrants who live in global contact zones embrace different language strategies—rather than circumlocutions—in expectation of "negotiating intelligibility and co-construct situational norms with other speakers" (Canagarajah, 2013, p.6).

However, from a TS outlook, it is evident that structuralism has influenced translation and translatology (Price, 2007, p. 67) to the point that many translators decide to “standardize” translated texts in the target language (Arcia, 2012, p.66). This suggests an underlying conception that there should be a clear division between the source language (henceforth SL) and target language (henceforth TL), where one has to be distinguished from the other during the translation process (Price, 2007, p.64). This specific focus on structuralism in this field has prompted scholars like Lewis (2003), Pym (2004), and Chan (2002) to recognize that TS have lagged —practically and theoretically— in responding to translating for multilingual communities and that, therefore, many translators tend to restrict the target texts to a single language. This is usually expected, nonetheless, if monolingual target readers are addressed. Nevertheless, as has already been exposed, this practical exercise is oriented toward a translingual audience that has been influenced by the English language within a specific social context.

It is on these grounds that the present practical translation exercise requires exploring the contextual situation and language requirements of a group of individuals that have been influenced simultaneously by two languages and two realities within different cultures and societies. Based on this, the paper proposes to assess the idea that, considering the social and linguistic phenomena on the target side, there must be a possibility of using English terms and acronyms from the mortgage banking system during the target text writing process in order to facilitate a clear understanding for the target reader.

Up to this point it is pertinent to mention again that the main objective of this practical exercise is to localize the website of AFN mortgage bank by comprehending the target readers’ situation and their linguistic demands. From there, certain specific objectives

will be also developed throughout the process. First, it is expected to apply the knowledge and skills acquired during the translation master's degree; this entails utilizing the most appropriate theoretical and practical tools within the field of TS to address any potential challenges that may arise. Secondly, it is supposed to analyze the TS theories, methods, strategies, and techniques used during the translation process with the aim of providing a commentary.

Finally, it is suggested to view this professionalizing master's thesis not as a theoretical research study but rather as a paper that aims to initiate a discussion on the importance of considering cross-language phenomena when translating for target readers who permanently reside in global contact zones.

All of what has been noted above will be expanded in the following four main chapters. The *theoretical framework* section contains the theories that worked as groundwork for this paper and for rendering the translation, including those related to the dynamic modes of language and the ones settled within the field of TS. The *translation process* section describes the procedure of the whole translation process, in addition to the tools used for both the present paper and the translation assignment. The *results and analysis* section corresponds to the annotated translation and exposes what was analyzed during the process. There is a *conclusion* section, where final remarks and insights are presented.

Theoretical Framework

The significant interest in monolingual texts has led to cross-language phenomenon not receiving significant attention within the field of TS (Chan, 2002, p.50). This may be attributed to the conventional view of translation as an inter-linguistic transfer between two formal linguistic systems (Arcia, 2012, p.66). Even when some translators and traductologists have addressed hybrid language within translation, the literature in this field is still not extensive, both practically and theoretically (Arcia, 2012, pp.67-68).

Given that the primary challenge in this project is to localize a website for a translingual audience, this theoretical framework will contain groundwork that approaches linguistic phenomena presented under the cross-linguistic influence paradigm in contact situations and settled translation theories and techniques that have been deemed to be closer to covering such linguistic —and cultural— phenomena. All the above is being presented with a view to contextualizing the project and ensuring that there are sufficient theoretical referents to address the translation issues that have arisen during the completion of this project.

A General Review of Translation Studies and Hybrid Languages

There has been some level of interest within TS regarding language contact phenomenon (Chan, 2002, p.50). Cincotta (1996), for instance, focused on evidencing and explaining practical strategies used for translating texts containing hybrid characteristics. Thus, she conveys that there are only four possible solutions to face such phenomenon:

- 1) Make no distinction between the two different source languages and keep the entire text in the same target language.
- 2) Keep the transfer in the original source language, i.e., the original second source language.
- 3) Use a slang or colloquial

form of the main target language. 4) Find another language or dialect, i.e., a “second” target language for the passage (Cincotta, 1996, pp.2-3).

From these points, Cincotta (1996) concludes that, in her opinion, the fourth solution is more promising, and it should be used during translation assignments since “it keeps the code-switch, and it is not limited to a precise linguistic register of the TL” (p.4) and “it can respect the intention of the author himself when he chose to make use of a linguistic transfer” (p.4).

Delabastita and Grutman (2005) brought attention to how TS became aware of hybrid linguistic phenomena when the “cultural turn” —proposed by Bassnett & Lefevere— started to lead its way on the field and, consecutively, permeated theorists’ conjectures on translation. This assertion lets them argue that the translation of multilingual texts “involves the reconfiguration of multilingual relations obtained within source texts, but the significance of these relations is deeply rooted in the source culture by the way in which they represent or transform multilingual relations existing in social reality” (p.27). That is to say, multilingualism can be likewise regarded as a cultural and social paradigm and, thence, it must be tackled as such within the translation process.

Price (2007), claimed that, within TS, hybrid languages have been seen as non-standard linguistic forms and, as a result, “they are persistently denied and abnegated in translation theory” (p.81). On this basis, he dwelled on how the main theoreticians in TS have focused their research on developing methods to translate messages from one language to another, emphasizing the significant distinctions that exist between them. Some recognized authors he cites as examples are Nida (1964) and Toury (1995). From this view, one can infer that, even though both mentioned scholars took in the analysis of the

sociocultural context in their frameworks, this does not seem to fill the gap of the language phenomenon revealed in languages in contact within the field of TS.

To illustrate another approach, Hervey, Higgins, and Haywood (2008) identified code-switching as a “strategic device” used by authors and code-switchers either “to adapt one's speech style according to evolving social circumstances” (p.115) or “to impose a certain definition on the speech situation” (p.115). In this way, they acknowledge the importance of implementing it in the target text (henceforth TT) given that “a ST containing code-switching should convey in the TT the effects it has in the ST.” (p.115) This can be related to the opinions of some authors such as Nord, who also motivates translators to “use the change of register in the target text to make the switching of codes visible” (F. Arcia, personal communication, October 31st, 2008), or to Venuti, who, in like manner, agrees “in using a shift in the register for the code switches, with the possibility to include foreign words in the target text” with the understanding that “translation is transformation, and it always changes the source text in some way, usually in a radical way” (F. Arcia, personal communication, November 21st, 2008).

In the literature reviewed for this project, most traces of such subject matter give the impression that, although they take into account the hybrid aspects of a text (mostly literary), they primarily focus on a target reader situated in a monolingual environment. The above theoreticians, as a matter of fact, have made an effort to shape their groundwork from a text-oriented frame of reference. That includes the author's intentions, literary forms, style, etc., in which their main concern appears to be a monolingual audience, and the way in which source intentions and forms can be transmitted and re-organized in their culture and the TT. Although it is important to distinguish the complexity and relevance of

hybrid texts within the Translation Studies' literature, there is equally a demand to validate and reach readers who display hybrid modes of communication due to multilingualism being prevalent in the environment in which they live.

In view of the literature studied, the theoreticians and translators mentioned seem not to come closer to those target readers whose language has been influenced by the social forces they live in. Therefore, it is challenging to attempt rendering a TT that must carry such communicative forms, even more, if the source text (henceforth ST) was written to reach a monolingual audience. Hence, it is not yet feasible to comment on established strategies, methodologies, or techniques within TS that address this specific audience and that, in turn, help to assist a translation process. It is by those means that this project seeks to resort to established translation theories and techniques, which come closer to accommodating such cultural and linguistic phenomenon.

To come to a satisfactory conclusion on the above, it is pertinent to first clarify the audience that this translation addresses. In this manner, the target reader will be defined from the translanguaging theory since it appears to cover concisely the characteristics of people located in global contact zones and the linguistic interferences that arise as a result of language contact presented in contact situations. Also, because such a theory enables to see language in more dynamic terms, in which users make use of linguistic resources (i.e., semantics, syntax, vocabulary, or discourse patterns) and semiotic resources (i.e., signs and symbols used for communication and meaning-making) to successfully communicate with diverse speakers within their social and negotiation practices (Canagarajah, 2013, pp. 8-10).

Basic Concepts of Translingualism

Globalization, migration, and global contact zones have paved the way for languages to be in contact (Canagarajah, 2013, p.37). This means that such social factors “encourage, or force speakers of different languages to communicate with each other” (Auer, 2020, p.147) which, in turn, leads to the emergence of linguistic phenomena. The coexistence of languages, as in the case of English and Spanish in the United States, for instance, evidences interference, convergence, borrowing, calque, or alternation (Esteban, 2008). These hybrid communicative modes, which Stavans (2004a) defines as “a common vehicle of communication”, have been perceptible not only in written or multimedia content, but furthermore in day-to-day conversations (Canagarajah, 2013, p.4), and have attracted attention and interest in various areas of expertise.

Some language researchers (Criado, 1981; Morales, 2002; Stavans, 2004b) have expressed concern regarding language phenomena presented in multilingual and multicultural contexts. This has given rise to theories and discernments that attempt to set forth phenomena related to language contact and has laid out a wider comprehension of language as a “series of social practices”, rather than a structured system detached from human actions (García & Wei, 2014, p.9).

This perspective has facilitated the integration of translingualism theory into linguistics, which emerged to encompass language negotiation practices employed by individuals situated in diverse social contexts and the effective communication and understanding among them (García & Wei, 2014, p.18). The term “translanguaging” emerged mainly as a pedagogical methodology to promote language alternation practices in language teaching (García & Wei, 2014, p.20). However, this concept has led language

scholars (Blackledge & Creese, 2010; Canagarajah, 2013; García, 2008) to enhance its definition by incorporating it into further occurrences as the hybrid communicative modes and language alternation procedures of plurilingual speakers, assessing, in the same manner, factors such as globalization, migration, and global contact zones.

García and Wei (2014) clarify that, albeit authors have defined the term slightly differently, they jointly agreed on the conviction that it is a product of acting and languaging¹⁰ in which two languages converge, but not precisely under the general assumption of bilingualism (p.20). In fact, translingualism goes beyond the concept of the interdependence of two separate languages. Instead, it underscores the cognitive side of language practices and the capability to adapt linguistic and semiotic resources in a given communicative situation (García & Wei, 2014, p.16). Translingualism, then, cannot be conceived from a structuralist perspective, nor approached under a monolingual paradigm since both orient language as a self-standing system and do not sit on the dynamic interactions between languages (Canagarajah, 2013, p.7).

From there, Canagarajah (2011) proposed to define *translanguaging* as “the ability of multilingual speakers to shuttle between languages, treating the diverse languages that form their repertoire as an integrated system” (p.401) and therefore, he proposes the term *translingual practice* to embed “the common underlying processes and orientations motivating these communicative modes” (Canagarajah, 2013, p.6).

Translingual practice comprises the dynamic interactions of languages in which new meanings are generated as they blend in transformative ways (Canagarajah, 2013, p.8).

¹⁰The term *languaging* is defined by García & Wei (2014) as “the simultaneous process of continuous becoming of ourselves and of our language practices, as we interact and make meaning in the world” (p.8)

Canagarajah (2013) spotlights code-meshing, crossing, and polyglot dialog as the hybrid modes manifested during the communication (p.6) and establishes that it is by social practices that meaning-making intervenes (p.10). To approach this concept from a social standpoint permits to comprehend that individuals are capable of adapting linguistic resources from a variety of languages without being completely proficient in them, and in doing so, they introduce social and rhetorical meaning to such communicative forms (Canagarajah, 2013, p10).

Users adopt translingual practices of communication as a strategy to make meaning in a specific local context and in particular conversations (Canagarajah, 2013, p26). That is because, as Canagarajah (2013) asserts, they construct meaning aggregately by borrowing from other languages rather than using “predefined knowledge from their language or cognitive system” (p.26). Although grammar, forms, and structures are not overlooked within the translingual practice, the communicative social and reciprocal practices and strategies are the ones that facilitate the negotiation between the language differences (Canagarajah, 2013, pp 27-41). As a result, a set of norms are co-constructed by two or more interlocutors within their respective contexts, which helps them to communicate, understand each other, and achieve their objectives (Canagarajah, 2013, p.41).

The aforementioned underscores the significance of communication and fulfillment of precise communicative needs, particularly if we are referring to global contact zones where some interlocutors are not looking to grasp a second language but instead to acquire linguistic and semiotic resources in society repositories that serve them to satisfy their aims and functions (Canagarajah, 2013, p.42). People who recur to translingual practice seem not to involve grammatical competences but rather pragmatic and performative

competences in their communicative practice, which is to say, they try to achieve meaning within communication by “seeking alignment between cognitive, social, and physical context” (Canagarajah, 2013, p.32). They use language as a mobile resource for the negotiation of codes in order to make themselves understood. It means that “their competence is not constituted of the *what* but of the *how* of communication” (Canagarajah, 2013, p.174).

As presented thus far, most immigrants living in global contact zones adopt different linguistic strategies “to negotiate intelligibility and co-construct situational norms with other speakers” (Canagarajah, 2013, p.6). In order to address such readers and their communicative modes in the practice of translation, it is necessary to be grounded in a translation theory that accommodates translanguaging in terms of dynamic interactions of languages, pragmatics, and social practices. That is, such a theory must not be defined under structuralism or a monolingual paradigm but, rather under a pragmatic orientation.

This paper proposes then to approach the translation process of the AFN website from a translanguaging-oriented standpoint. It is crucial to be rooted in a theory that recognizes language as part of a culture that is manifested in particular socio-cultural circumstances and establishes translation as a “culture transcending process” (Vermeer, 1992, p.40). The subsequent subsection will address the fundamental tenets of Skopos theory. Such an approach makes it possible to embrace the target readers' culture and their communicative practice as an integral part of the translation process to produce a TT that is more functional and comprehensible.

Basic Concepts of Skopos Theory and Functionalism

Skopos, put forward by Vermeer and Reiss in 1984¹¹, is a translation theory and a fundamental point of some of the present-day functional theories within the translation field (Nord, 2009, pp.211- 214). In fact, Skopos refers to "purpose" or "functionality," and this is what the theory mainly focuses on:

Each text is produced for a given purpose and should serve this purpose. The Skopos rule thus reads as follows: translate/interpret/speak/write in a way that enables your text/translation to function in the situation in which it is used and with the people who want it to function (Vermeer 1989¹², as cited and translated by Nord 2013, p204).

Such definition evidence that, within Skopos theory, there is a clear interest in the target readers' communicative performance as well as their context and social structure. This points out that the translation process must "take account of the audience's knowledge presuppositions, their needs and expectations regarding language, style, norms, conventions, worldview, etc." (Nord, 2013, p.202) so that the purpose can be achieved.

Translating with a purpose as a basis allows translators to choose methods and strategies (Nord, 2002, p,33), and enables the TT to work as a functional instrument that communicates the expected message to the audience in the same way the ST does with its readers. In Reiss's (1989) words, an accurate translation must be one "in which the aim in the target language is equivalence as regards the conceptual content, linguistic form and communicative function of a source language text" (p.112). In that sense, the translation process should take into consideration the receptive situation and what Vermeer (1984)

¹¹ The original book: Reiss, Katharina y Vermeer, Hans J. (1984): *Grundlegung einer allgemeinen Translationstheorie*. Niemeyer. English translation by Christiane Nord (2014): *Towards a general theory of translational action*. Routledge.

¹² Original passage in: H.J. Vermeer (ed.) *Kulturspezifiek des translatorischen Handelns, Heidelberg: Institut für Übersetzen und Dolmetschen*.

denominates as “intratextual coherence” (as cited in Nord, 2009, p.215). That is, a TT needs to be as coherent and understandable as possible so that the target reader “finds it meaningful for the situation and culture in which it is received” (Nord, 2009, p.215).

This distinction is also important in terms of how Skopos comprehends translation as a process that incorporates socio-cultural circumstances, referring to culture as the settled values, conventions, and norms that constitute and govern an individual’s social behavior as a member of a community (Nord, 2013, p.204). Vermeer (1992), in fact, emphasizes how translation must be acknowledged as a “culture transcending process” inasmuch as language takes form in a specific culture (p.40). Translation then implicates and copes with both linguistic and cultural phenomena, and it is with this perspective that the Skopos framework permits compassing the target readers' culture — and their communicative function— as an integral part of the translation process. In this respect, the translator assumes the role of a cultural mediator who is responsible for judging for translation purposes, differences and misunderstandings in both languages and cultures based on their knowledge (Nord, 2013, p.203).

The above posits effective communication as a yardstick within the Skopos theory, which is to say, the TT has to communicate the message of the ST; such a message needs to be delivered in a way that is fully comprehensible to the target audience. This suggests that Skopos places greater emphasis on the linguistic forms accepted by the target reader; precisely because the TT occurs in a specific cultural situation and it has to heed the target reader's needs and conventions. Any type of communication is effectuated through a medium in distinct situations where each situation-in-culture, “determines how people communicate in the course of the communicative act” (Nord, 2009, p.210). Given that

Skopos' intention is also to communicate, the translation exercise is noted as a "human action" since it is, in practical terms, a purposeful behavior undertaken in a specific context (Nord, 2013, p.203).

To acknowledge translation as a human action is firmly rooted in the concept of translation as a social practice, and as a consequence, it should be performed as such. In this manner, the traditional notions of equivalence-based theories no longer serve as a constitutive characteristic of the translation, especially when the purpose becomes the primary criterion for a translator's decision-making process (Nord, 2013, p.204). However, not adhering to equivalence-based theories should not lead translators to the idea of total freedom when it comes to producing the TT. The translation must comply, above all, with what Nord (2013) considers intention and function: understanding *intention* as the ST purpose and *function* as what the TT is expected to mean for a particular receiver (p.204).

Both intention and function must be subject to, and regulated by, a certain moral responsibility, which Nord (2013) refers to as "loyalty" (p.205). The *loyalty principle* is regarded as a trusting relationship in which translators respect ST interests and intentions while producing a suitable translation for the target reader (Nord, 2002, p.36). Such a moral quality sets an ethical boundary through which authors and translators can endorse each other, ensuring that the decisions made during the translation process take into account both the source and target interests. This, in turn, "limits the range of justifiable target-text functions for one particular source text" (Nord, 2013, p.205).

Up to this point, it is reasonable to assert that Skopos allows translators to employ various translational tools, aiding the target text in meeting the needs and expectations of

the intended reader's culture and language. Skopos encourages translators to tackle the translation process from a pragmatic perspective to produce a culture-adjusted text. Approaching translation as an intercultural communication exercise is a feasible way to cover some translation challenges that equivalence theories seem not to fulfill, particularly those related to knowledge, experience, culturemes, values systems, and perspectives of both sender and receiver (Nord, 2002, p.32). It is by these means that translations can function "as 'independent', 'autonomous' or 'self-sufficient' texts" (Jakobsen, 1994, p.58).

A similar situation can occur in the context of a localization process; particularly when it is viewed as a translation-oriented task aimed at satisfying the target audience's expectations in regard to language for effective product marketing. The subsequent subsection will discuss some basic concepts of localization from a translation and cultural adaptation perspective, keeping in view the specific locale.

Basic Concepts of Localization

Defining localization is a demanding task, particularly because of the number of perspectives that can be held by those involved in any localization practice (Jiménez-Crespo, 2013, pp. 11). In the early 1990s, some digital industries contributed greatly to define localization as they did not only consider the adjustments of software products (e.g., date, time, currency format, etc.) but also regarded cultural conventions as the foremost factor to be taken into account (Jiménez-Crespo, 2013, pp. 12). Later on, TS started to define such a process from two separate perspectives: one closely related to a translation-related phenomena and the other associated to industrial practices (Jiménez-Crespo, 2013, pp. 17).

It can be highlighted, however, that Dunne (2006) has proposed a holistic definition based on descriptions provided by the Localization Industry Standards Organization and TS expertise of individuals:

The processes by which digital content and products developed in one locale (defined in terms of geographical area, language and culture) are adapted for sale and use in another locale. Localization involves: (a) translation of textual content into the language and textual conventions of the target language, (b), adaptation of non-textual content (from colors, icons and bitmaps, to packaging, form factors, etc.) as well as input, output and delivery mechanisms to take into account the cultural, technical and regulatory requirements of that locale. In sum, localization is not so much about specific tasks as much as it is about the processes by which products are adapted (Dunne, 2006, pp 3-4).

Such proposal suggests that, among all the participants engaged in a localization process, translators —and TS scholars— hold a significant position; especially because, at some point, localization indeed involves the translation and cultural adaptation of textual content.

While there are multiple stages involved in a localization project —as well as multiple agents —there are also distinct tasks that a translator-localizer needs to fulfill, comprehending those related to cultural adaptation (Gouadec, 2007, pp. 42-43). That also counts for *web page localization*, as this process is described as “a complex communicative, cognitive, textual and technological process by which interactive digital texts are modified to be used in different linguistic and sociocultural contexts” (Jiménez-Crespo, 2013, pp. 20). That is, in the process of localizing a web page, the translator's role must be driven by a target-oriented approach.

It is significant, then, to understand the target audience context as a crucial element for localizing a web page. In this regard, Tercedor (2005) puts forward four cultural elements to take into consideration during the adaptation process, in which two of them refer to linguistic-textual aspects and cognitive aspects (pp.153-155). This means that both

factors mentioned play a role in the culture and context of the target readers and, therefore, need to be considered in order to ensure a well-adapted product.

To achieve the above exposed, Gouadec (2007) set down a list of tasks that any translator can consider when working as a web page translator-localizer. Some of those include preparing the necessary components for translation, including tagging and conversions, collecting terminological and phraseological raw material, translating-localizing the site contents, including text components, proofreading the translation, making necessary corrections or modifications, and testing acceptability and efficiency of the cultural aspects (pp. 42-43).

This paper intends to approach localization as a translation-related exercise and it aims to adhere to the basic fundamental duties that many translators probably have in some localization process (as the ones proposed by Gouadec, 2007, pp. 42-43). Even though digital tools were used during the development and organization of this project (see *Table 2*), what it really seeks is to understand a locale, culturally and linguistically, with the intention of localizing the text content of a product appropriate to its context.

Translation Method and Strategy

It is meaningful, at this point, to highlight the misconception of the terms and delineation problems with regard to *method*, *strategy*, and *technique* among TS authors. These terms surely have caused confusion in the traductology field in terms of denomination and conceptualization (Molina & Hurtado Albir, 2002, p.506). Some authors, for instance, overlap or use the terms “techniques” and “strategies” indiscriminately (Hurtado Albir, 2001, p. 256). The same situation occurs with the term “method” for which

some theorists do not even use such a denomination, and some others describe it as “steps to follow within the translation process” (Hurtado Albir, 2001, p.242).

Realizing the need to distinguish such categories, Hurtado Albir (2001) demarcates all three terms for the purpose of clarifying in a precise manner what has been considered ambiguous among theorists (p.249). In response to this, she proposed, in brief, to acknowledge these terms as follows:

- Method: (...) the development of a specific translation process regulated by certain principles according to the translator's objective; the method is, therefore, supra-individual and conscious (although it can sometimes be unconscious) and responds to a global choice that involves the whole text (Hurtado Albir, 2001, p. 249)
- Strategy: the individual, conscious and non-conscious, verbal and non-verbal, internal (cognitive) and external procedures used by the translator to solve the problems encountered in the translation process and to improve its efficiency according to its specific needs. (Hurtado Albir, 2001, p.276)
- Technique: (...) the specific application visible in the result, which affects minor areas of the text (Hurtado Albir, 2001, p. 249)

Within this framework, Hurtado Albir (2001) proposes the distinction of four methods grouped according to their fundamental prioritized principles: *interpretative-communicative*, *literal*, *free*, and *philological* (p.252). Settled on this, she establishes, firstly, that the chosen method must be derived not from the type or modality of the translation in question —as many authors claim— but from the purpose of the translation together with the context in which it is carried out (Hurtado Albir, 2001, pp. 248-249).

Secondly, she states that applying it involves changes and modifications to the translation process, mostly in the use of strategies and techniques which might be different on each determined case (Hurtado Albir, 2001, p.250).

Nevertheless, there is still a lack of analysis and research regarding strategies within the field of TS (Hurtado Albir, 2001, p.272). There is, still, a general notion of the concept of method grounded in more established foundations ever since it was introduced into traductology as the procedures that guide the resolution of a translation issue towards an ideal outcome (Hurtado Albir, 2001, p.274). Even though such a conviction has not inclined scholars to deeply analyze the strategies as an operating domain, it is assumed that they are implied in the translation process since they are part of the decision-making procedure (Hurtado Albir, 2001, p.276).

From the foregoing, it can be inferred that the variety of *strategies* can be extended as new translation problems arise and translators develop their own solutions —especially when strategies can condition both macro and micro textual levels— (Hurtado Albir, 2001, p.277). Hurtado Albir (2001), for her part, brings some examples of the strategies that previous groundwork has revealed such as: comprehending the ST, establishing conceptual relations, exploring ideas, imagining being in the situation, picturing the source context, paraphrasing, reflecting about the target reader, etc. Some other strategies are more associated with data collection, such as: comparing corpus-based analysis, dictionaries, information research, etc. (p.277).

Translation Techniques

In the book *Comparative Stylistics of French and English*, published in 1995¹³, Vinay and Darbelnet (1958) exposed —under the direct and oblique translation criteria— a range of translation techniques based on the lexis, morphology/syntax, and message of both source and target language and text (pp.9-30). Nowadays, they are pre-eminent pioneers in describing insightfully, the reflection which most translators have been through in the process of “establishing relationships between specific manifestations of two linguistic systems” as trying to arrive at the TT they scheme (p,30). Within this process, they introduced the following techniques: *borrowing*, *calque*, and *literal translation* —for direct translations—; *transposition*, *modulation*, *equivalence*, and *adaptation* —for oblique translations— and, based on that, complement all of them with a set of different procedures (p.41).

On this basis, theoreticians such as Delisle (1993), Hurtado Albir (2001), Margot (1979), and Ayora (1977) have contributed to the literature that subsumes translation techniques by redefining them and even by proposing new categories. Hurtado Albir (2001) in particular, outlines translation techniques grounded on a dynamic and functional concept:

A technique is the result of a choice made by a translator, its validity will depend on various questions related to the context, the purpose of the translation, audience expectations, etc. (...) A technique can only be judged meaningfully when it is evaluated within a particular context. (Molina & Hurtado Albir, 2002, p.509)

She correspondingly complements by endorsing that techniques behave as an “analysis instrument for the description and comparison of translations (...) since they permit to

¹³ The book is a translation of the original *Stylistique comparée du français et de l'anglais (SCFA)* published in 1958 by Vinay and Darbelnet.

identify, classify and determine the equivalences chosen by the translator for textual micro-units” (Hurtado Albir, 2001, p.257).

Based on this orientation, Hurtado Albir clarifies that techniques cannot be assessed as correct or incorrect as this “invalidates the functionality and dynamism of translation equivalence” (Hurtado Albir, 2001, p.267). In this regard, she instead places emphasis on how techniques work in terms of “the genre of the text, the type and mode of translation, the purpose of the translation, the characteristics of the translation audience, and the method chosen to root the whole translation” (Molina & Hurtado Albir, 2002, p.509). In light of this, she characterizes *techniques* as follows: “they are classified by comparison with the original text, affect the result of the translation and the micro-units of text, they are by nature discursive and contextual, and they are functional” (Molina & Hurtado Albir, 2002, p.509).

Following this project’s approach and objectives, it is propitious not only to adopt the definition of technique proposed by Hurtado Albir (2001; 2002), but also to take the techniques she puts forward into account for the analysis of the translation of AFN’s website. Firstly, because, as she exposes, “most of the submissions made on translation techniques do not offer a perception in line with the dynamic nature of translation” (Hurtado Albir, 2001, p.2) and secondly, because the definition consents to underline the context, situation, and characteristics of the target reader. With the aim to establish and portray such techniques, the following table puts on display the eighteen techniques proposed by Hurtado Albir (2001, pp.269-271) and their corresponding definitions.

Table 1*Translation techniques*

TECHNIQUE	DESCRIPTION
Adaptation	To replace a ST cultural element with one from the target culture.
Amplification	To introduce details that are not formulated in the ST: information, explicative paraphrasing.
Borrowing	To take a word or expression straight from another language. It can be pure (without any change).
Calque	Literal translation of a foreign word or phrase; it can be lexical or structural.
Compensation	To introduce a ST element of information or stylistic effect in another place in the TT because it cannot be reflected in the same place as in the ST. This corresponds to SCFA's conception.
Description	To replace a term or expression with a description of its form or/and function.
Discursive creation	To establish a temporary equivalence that is totally unpredictable out of context.
Established equivalent	To use a term or expression recognized (by dictionaries or language in use) as an equivalent in the TL.
Generalization	To use a more general or neutral term.
Linguistic amplification	To add linguistic elements. This is often used in consecutive interpreting and dubbing.
Linguistic compression	To synthesize linguistic elements in the TT. This is often used in simultaneous interpreting and in sub-titling.
Literal translation	To translate a word or an expression word for word.
Modulation	To change the point of view, focus, or cognitive category in relation to the ST; it can be lexical or structural.
Particularization	To use a more precise or concrete term.
Reduction	To suppress a ST information item in the TT.
Transposition	To change a grammatical category

Substitution (linguistic, paralinguistic)	To change linguistic elements for paralinguistic elements (intonation, gestures) or vice versa.
Variation	To change linguistic or paralinguistic elements (intonation, gestures) that affect aspects of linguistic variation: changes of textual tone, style, social dialect, geographical dialect, etc.

Text Analysis Model

Understanding the ST from structure to function gives translators an open idea of the possible challenges they might encounter, and an achievable method and strategy to apply throughout the translation process (Nord, 2005, p.1). Within a translation process, it is proper to approach a translation-oriented text analysis. It is pertinent, as well, to opt for a model which embraces both pragmatic and structural features in order to be as multidimensional as possible and enable the understanding of the ST in addition to the challenges of the TT. Emery (1991), specifically, converges several scholars' assumptions (House, Wilss, Halliday, Newmark, Mason, amongst others) to assemble a model that involves, across the categorization and analysis process, both pragmatic and text structures divided into the subheadings of *macro-dimensions* and *micro-means*.

Macro-dimensions encompass situational dimensions such as the variety of language, medium, formality (addressee- addresser role and text style), and domain/form. Likewise, it enables a description of the text pragmatics, including the functions (text-type(s) and producer's purpose), speech acts, text structure (coherence/cohesion), and text tone. Lastly, he proposes to analyze text semiotics that involve culture-located signs and intertextuality. *Micro-means*, contrastingly, integrate the analysis of the semantic, grammatical, lexical, and textual dimensions of the text (Emery, 1991, p. 573). Emery

(1991) concludes by affirming that “like other analytical models the one described above is not designed to be applied serially but rather constitutes an attempt to formalize the initial phase of the translation process in an ideal way” (p.575).

Translation Process

As agreed by Haywood et al. (1995), “the translation process can, in crude terms, be broken down into two types of activity: understanding a source text and formulating a TT. While they are different in kind, these two types of processes occur not successively, but simultaneously” (p. 7). With this, it is relevant to mention that such an understanding and formulation requires however, a set of procedures in-between in order to accomplish what is expected. These procedures behave, in a like manner, in a simultaneous way as translation challenges appear.

In addition to the above, it is relevant to remember that this work is also aimed at conducting an annotated translation, being aware of the linguistic contact situation presented in AFN Spanish-speaking clients and employees, and the communicative practices employed for a successful understanding between them. This translation analysis requires, in turn, considering the procedures posited during the process pertaining to the target readers’ review, text analysis, etc.

Grounded in the above, and in an effort to accomplish both the translation and the commentary, these procedures were followed as will be presented here.

Plain Text and Glossary

In order to move forward with the translation, it was essential to set up a document with the ST and a bilingual glossary. The first step in this process was to retrieve a plain text of the digital text contained in the AFN website¹⁴ in a Word document (.docx) by using the Google extension tool “Save Webpage As Word Document”. Such a document was

¹⁴ <https://www.afncorp.com/>

edited to delimit the text to be translated. Once the text was organized, it was pertinent to build a bilingual glossary in an Excel document (.xlsx). For this process, it was necessary to convert the Word document into a plain-text file format (.txt) so it could be uploaded to TernoStat. The glossary was created taking into consideration the frequency of the terms (many of them being acronyms) as well as their relevancy to the mortgage banking system, and it was divided into simple and compound terms. In total, 178 terms were analyzed and translated by looking them up in governmental glossaries or dictionaries. It is important to mention, again, that some of those terms remained in their original language (English) as users seem to have adapted to using them in their original form (see *Appendix C*).

The plain text and the glossary were necessary to carry out the translation process appropriately. On one hand, to have the digital text in a Word document permitted not just the edition (e.g., organizing the tabs and subtabs included in the webpage) and the analysis (e.g., its intention and structure) of the ST, but also enabled its import and translation by the use of the translation tool OmegaT. On the other hand, the glossary played a crucial role by facilitating a general review of the mortgage-related terminology in both the source and target sides, and the evaluation of the terms that the audience maintains in English.

Text Description

As stated by Emery (1991), text analysis must be one of the first phases in the translation process (p.575). In practice, reading comprehensively, classifying, and analyzing the text from a translation-oriented point of view are critical steps in the translation process. It was reasonable then to analyze and classify the ST, not only to comprehend the demands it entailed, but also to render a proper translation. The text analysis and classification process presented in this paper (see *Analysis and Results*)

followed the inductive and integrated approach proposed by Emery (1991), which has already been introduced in the theoretical framework. The objective of complying with this approach was to ascertain a broader understanding of the source text's macro and micro-dimensions—including its pragmatic aspects—in order to have a wider view of it and the translation challenges it posed.

The ST and terms of this translation were retrieved¹⁵ from the AFN bank website given that it is one of the main communication mediums between the addresser/institution and addressees/customers. Such webpage consists of six key tabs: *Home*, *Locations*, *Testimonial*, *Resources*, *Company*, and *Account*, some of which deploy subtabs. The *Resources* tab contains *Calculators*, *Loan Programs*, *Glossary*, *Checklist*, *Documents*, and *Blog*; the *Company* tab includes *Our Story*, *Realtor Partnership*, *License*, *Careers*, and *Contact us*. Finally, the *Account* tab deploys the subtabs *My Loan Application* and *Make a Payment*. Each of them covers accurate information and always displays a footer and header line with legal and general information about the bank.

Having the above information in a plain text during the analysis of the ST, made it possible to identify the number of words extracted from the website. There was a total of 7,412 words, and they were translated in the same order in which the tabs appear on the webpage. In such a way, the text was divided and organized as follows:

- From the *Home* tab, 1,648 words were translated, covering the footer and header, which always appears on each of the tabs.

¹⁵ It is important to realize that being a webpage, content is subject to changes and updates. The text used in this project was retrieved in the latest 2021, and it is translated only for educational purposes. Any change done recently will not be taken into consideration.

- Given that the *Locations* tab opens a map of the USA, and its function is to help find branches, only a total of six words were translated, all of which were part of a search box.
- From the *Testimonials* tab, it is pertinent to mention that not all reviews were translated. Therefore, only 433 words were taken from the first page displayed in this tab.
- From the *Resources* tab, 4.332 words were translated, including the text from its six subtabs. The *Documents* subtab, however, included external files such as PDFs, which were not taken into account to be translated. Likewise, the *Blog* subtab was not translated either because it contains an extensive number of articles in different hyperlinks.
- From the *Company* tab, in addition to its subtabs, 986 words were extracted and translated.
- Finally, the *Account* tab displays two hyperlinks (“My Loan Application” and “Make a Payment”). Therefore, only the seven words that compound those titles were translated. (see *Appendix B*)

The Target Reader

It is true that in the course of any translation process there is a great deal of attention aimed toward the target readers and their communicative function (Nord, 2005, p.57). In light of this, and on account of the objectives of the present project, it was fundamental to identify and be acquainted with the target readers and their social situation so as to accede to extratextual and pragmatic factors. As such, the target reader was identified and comprehended under the following criteria: (i) the Latino or Hispanic community is the

largest minority group settled in the USA; (ii) they greatly impact the economy and culture of the current US society (Saenz, 2004), and (iii) they are involved in a language contact situation that leads them to be translingual speakers.

As it was posited, this project granted importance to the fact that US Spanish speakers presently influence the economy, the culture, and the media of the USA (Saenz, 2004). As this project also follows the localization guidelines delimited in this paper (see *Theoretical Framework*), it was proposed to sell AFN's products by making contact with clients through an accurate and functional TT. On this basis, it was important to point out that translating the website into their communicative modes will potentially reach out to more US-based Spanish-speaking clients for AFN bank, considering that "in 2021, the Hispanic homeownership rate [in the United States] was 48.4 percent (...) and it could reach 50 percent by 2025" (Taylor & Petry, 2022).

In regard to the language contact situation, it is worth bringing up, again, that the translator of the present paper worked for the AFN mortgage bank. Having been part of the company facilitated an interest in the hybrid communication modes of both oral and written (e.g., e-mails, phone calls, meetings, etc.) interactions that remained over the social and negotiation practices of both AFN employees and customers. It was reflective to see how they recur to language alternation intending to be effective, concrete, and immediate during their interactions. The awareness of the aforementioned directed consideration of the target reader as translingual, since such readers implement their language in the new locale and construct repertoires that were not incorporated in their formed one (Canagarajah, 2013, p.2), and it seems to successfully assist the communicative act of both sender and receiver.

Determining the target reader under identifiable features enabled the translation process to be straightforward in so much as it allowed discernment the pragmatic dimensions required for this translation assignment: immediate context, type of participants and their relationship to each other, pragmatic strategies, and communicative purpose. Along with the latter, it enabled us to reflect on a translation method that allowed the TT to reach its target audience by attending to their language demands, norms, and conventions (Nord, 2013, p.202).

Translation

Once there was a clear view of the text features, intention, and target reader, the translation process could commence. The complete plain text was imported to the computer-assisted translation tool OmegaT. Every week several segments were translated, exported, and organized in a bilingual table (see *Appendix A*) designed in a Word document. The translation, edition, and creation of the bilingual table took one month, and it was assisted and proofread, during this time, by the advisor of the present project.

It is useful to highlight that the translation was mainly approached from the functional translation theory exposed by Nord (2002, 2009, 2013), and on this basis, it followed, in general, the *free method* proposed by Hurtado Albir (2001) due to its flexibility in terms of the adaptation of the communicative dimensions in the TT (p.252). Under this same idea, the translation strategy adopted in this project took into account the use of the hybrid modes of communication presented in the target reader's context by making ample use of the "borrowing" technique (see *Analysis and Results*). That translational approach was embraced in pursuit of taking the most adequate decisions to

fulfilling the target reader’s demands, as well as producing a TT that fulfils its function in such a language-contact situation.

Tools and Resources for the Translation Process and Analysis

The processes mentioned above required, to the same extent, a range of tools and resources, including computer-assisted-translation (CAT) ones. In Table 2, tools and resources used for both the translation process and analysis will be introduced, and their utility within the process will be briefly described.

Table 2

Tools and resources used for translation-related analysis and processes

TOOL/RESOURCE	UTILITY	LINK
American Financial Network Website	All the text content was obtained from this website.	https://www.afncorp.com/
“Save Webpage As Word Document” Google extension tool	Using this tool made it possible to export the text content from the website into a Word document rapidly.	https://chrome.google.com/webstore/detail/save-webpage-as-word-docu/mcebgdgbcbdkgdlijffnkbbekldnidbm
OmegaT	The complete text was translated using this CAT tool. Its function of recognizing and propagating the approximate term and sentence coincidences facilitates the rendering of the translation.	http://omegat.org/es/download
Word (.docx) Microsoft Corporation	This word processor assisted in the creation of the plain text, the bilingual	n/a

	table, and the present document.	
Notepad -Text file format (.txt)	Due to its characteristics, it was possible to transform webpage information into plain text and then use it in TermoStat Web in order to retrieve a list of term candidates.	n/a
TermoStat Web	This tool assisted in analyzing and extracting the terms present in the ST.	http://termostat.ling.umontreal.ca/
Excel (.xlsx) Microsoft Corporation	This spreadsheet program was used to classify and refine the terminology in order to build the final bilingual glossary.	n/a
Proz	This website facilitated the search of some legal terms already translated by professionals in the field.	https://www.proz.com/search/
Linguee	This online bilingual dictionary helped in the translation of some unknown words.	https://www.linguee.es/
Mortgage ES-EN glossaries and dictionaries (The Truth about Mortgage; CFPB)	These dictionaries and glossaries aided in the process of translating some mortgage-related terminology.	https://www.thetruthaboutmortgage.com/mortgage-dictionary/ https://files.consumerfinance.gov/f/201510_cfpb_spanis-style-guide-glossary.pdf

Note. It is important to keep in mind that such tools or resources were used simultaneously as they were required during the process

The translation process presented here permitted the satisfactory execution and culmination of the translation process. In addition to that, it enabled analysis of the results obtained based on the tools, the theoretical support, and the expectations in regard to translingual practices within the TT. In the following chapter, such results will be outlined with the aim of describing the main contributions of the present work, and also to present and justify the decisions made during the translation process.

Results and Analysis

Following the objectives of this paper, this chapter will serve as commentary on the translation from English into Spanish of AFN's website. Williams and Chesterman (2002) portray an annotated translation as "a form of introspective and retrospective research" in which a translator —after translating a text— discusses in a commentary the translation assignment, the analysis of the source text, and the justifications of the resources used to solve translational problems, including foundations from TS (pp. 8-7). The intention is hence to provide an analysis of what was deduced after reviewing the literature, studying the source text, considering the target communicative situation, translating the webpage, and evaluating the translation techniques and methods employed. It is also of importance to highlight that a great interest of all this work was focused on the role of "translingual readers" and the dynamic interaction of languages in the translation process. On that account, this annotated translation will present an analysis of the translation process and product, partially based on that focus.

Text Description: Results of the Macro-dimensions and Micro-means Analysis of the Source Text

Complying with Emery's model (1991), the source text was briefly classified as follows: it was noticeable that a small part of the content is conveyed to realtors, loan officers, and brokers. However, the greater part of the webpage is meant for clients/customers. In this sense, AFN is, therefore, the collective addresser/sender, and clients are the primary addressee/receiver. In this framework, it was also ascertained that the source text maintains a communicative and persuasive style and that its form/domain features incorporate one precise subject (mortgage banking) organized in a systematic

structure. The complete website then keeps coherence and cohesion; that is to say, it conserves subject consistency with a sequential connection both lexically and grammatically.

Some of the tabs and subtabs include hyperlinks, search boxes, or tools such as mortgage calculators or checklists. The texts written on such tabs were simple and factual as short words or imperative sentences. There were, however, some other tabs involving longer texts that, even when they were written in an easy-to-read speech, were still linguistically complex, which might pose a challenge to translators (e.g., *Equal Housing Lender* or *Equity*). Furthermore, there were specific parts of the text that comprise mortgage-banking and legal terminology, particularly the *Glossary* subtab. Although such glossary involves general terminology of easy correlation with Latin American banking systems (e.g., *amortization*, *asset*, or *deposit*) it also contains some terms which belong intrinsically to the American mortgage-banking and legal systems (e.g., *FICO score*, *Federal Housing Administration*, or *HUD-1 statement*).

The above led this process to consider semantic features linked to terminology shown in the text. Palma (2016) asserts that “language allows us to construct our own representations and perceptions of reality in order to share them with others” (p.2). Such a conviction propounds that the signified and signifier of signs are also a result of the context and the influence of the social forces we live in. Given the circumstances of the target reader’s contact situation and acknowledging that some of the terms in the text belong innately to the American mortgage banking and legal systems, it is likely to presuppose that there is an apprehension of some terms and acronyms between Spanish speakers (e.g., *FHA* for Federal Housing Administration, *VA* for Veterans affair, or *escrow*). This suggestion is

also in view of a record of some translated websites from the United States that use such acronyms¹⁶ (see *figures 1 – 4*).

Figure 1

Example of borrowing in the Spanish version of the CFPB website

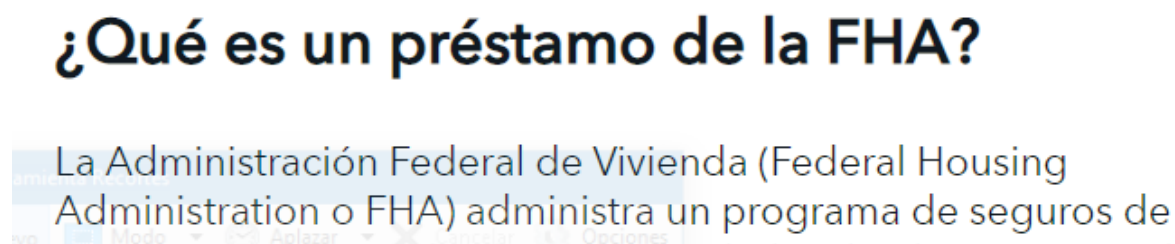


Figure 2

Example of borrowing in the Spanish version of the CFPB website

¿Qué es una cuenta escrow, o cuenta de retención?

La cuenta escrow, cuenta de depósitos en garantía, conocida

Figure 3

Example of borrowing in the Spanish version of the IRS website

Free File del IRS: Haga sus impuestos gratuitamente

¹⁶ See: <https://www.consumerfinance.gov/es/>, www.usa.gov/espanol/, <https://www.va.gov/asistencia-y-recursos-en-espanol/>, <https://www.irs.gov/es>

Figure 4

Example of borrowing in the Spanish version of the VA website

Cómo obtener ayuda con preocupaciones en un centro de salud del VA

Queremos asegurar que reciba el mejor cuidado posible en el VA. Usted tiene el derecho de compartir con

Certainly, the US mortgage banking system encompasses a considerable number of terms. In spite of that, clients are AFN's main target readers, and, conveniently, the company needs to sell its products as clearly as possible. To this extent, the source text employs illocutionary speech acts as directive, expressive, imperative, and declarative sentences. Likewise, it uses text tones such as formal, persuasive, assertive, and encouraging. From this delineation, one can assert that the text's main function indeed entices potential clients and assists current ones through a high content of informative and expository texts as well as by advertising the company, its branches, its products, etc. On this basis, it was also intended to draw close to Spanish-speaking clients settled in the USA by enabling an easy understanding of the text and terms, thus permitting effective communication between the addressee and the addresser.

Translation Analysis

As mentioned in the introductory chapter, this work aimed to present a description of the translation process, including the method, strategies, and techniques that were employed to properly accomplish the translation assignment, which attempted to meet the linguistic requirements of the translingual Hispanic or Latino community of the United States. Such a description embraces, in turn, a justification of the resources employed

during the process. This translation analysis hence reflects on the problems and difficulties faced, as well as on the method, strategies, and techniques employed from a standpoint that focuses on translingual practice and functionalism.

Analysis of the Translation Method and Strategies

As highlighted in the *Translation Method and Strategy* subdivision, a translation's aim and its audience's context influence on a certain extent the selection of the translation method, which, in turn, shapes the translation process in terms of personal decisions involving strategies and use of techniques (Hurtado Albir, 2001, pp.250-251). This notion denotes four relevant considerations: first, the translator is responsible for recognizing the translation requirements and selecting a method based on such analysis; second, extratextual factors are also crucial by the time the translator evaluates what method befits the complete translation project and its objective; third, there is a very close relationship between the method employed and the translation process, which, likewise, comprehends strategies and techniques; and fourth, Hurtado Albir's approach suggests that even if translation techniques are unintentionally adopted and deemed as a translation analytical tool, they can also be used intentionally during the process, specifically if there already exists an established method.

With this in mind, the decisions taken to undertake the complete translation were based on the *free method* proposed by Hurtado Albir (2001). Given that, although the target text must maintain the same information and function of the source text, the method also enables one to reform categories of semiotic and communicative dimensions depending on the adaptation of the receiving context (p. 252). That is, this translation should be as

oriented to the target reader as possible by evaluating communicative and pragmatic aspects.

From such a standpoint and considering that the method conditions the strategies in a translation project, it was feasible, as the foremost strategy and as a decisive part of the process, “to establish conceptual relationships and apply logical reasoning” (Hurtado Albir, 2001, p.277) among TS theories closest to the free method notion and to the dynamic interaction of languages. Having this in mind, it was rational to give way to translanguaging into the theory of Skopos and functionalism, acknowledging that, as aforesaid, such theory’s framework assent to the dynamic communicative forms of the audience and the functional purpose of the TT.

It should be noted that both the method and the above-mentioned strategy modified the “macro” aspect of the translation process. There was, however, another strategy adopted that conditioned the “micro” units during the process of producing the target text.

Hurtado Albir (2001) points out that “strategies pave the way to find the right solution to a translation unit,” and in such a solution, a particular technique will arise. On another note, she also affirms that “some mechanisms can function as techniques and strategies” (p. 267). However, given the context presented here, and being aware of the target reader’s demands, it seemed useful in this proposal to implement consciously, in some parts of the translation, the “borrowing” technique. This mechanism was understood as a strategy inasmuch that, first, it was carried out grounded on the free method since the linguistic categories could be modified for the audience’s benefit, and second, this technique, unlike all the others, was intentionally utilized to cover the translanguaging reader’s

linguistic demands so as to reach, in the TT, the effectiveness and immediacy that said readers seem to be accustomed to within their daily communicative practices.

Analysis of Translation Techniques

Hurtado Albir's (2001) techniques proposal met this translation exercise's objective, primarily because of the dynamic and functional concept she proposes to comprehend within the analysis. In this respect, this translation used the “borrowing” technique —with a target context situation in mind— as a strategy to cope with the translingual conditions of the target reader. Nevertheless, other techniques were used as an analysis instrument. The following table presents the number of techniques identified in the translation of AFN’s website content.

Table 3

Techniques identified in the translation of AFN’s website

TECHNIQUE	NUMBER OF TIMES USED
Literal translation	277
Established equivalent	126
Compensation	31
Borrowing	146
Modulation	27
Description	84
Linguistic amplification	158
Transposition	39
Generalization	68
Reduction	32
Adaptation	6

Note. Seven techniques (amplification, calque, discursive creation, linguistic compression, particularization, substitution, and variation) did not have any occurrence

As shown in Table 3, there were only eleven techniques identified, being literal translation the most frequent one. In view of the directive, imperative, and declarative

sentences, together with the communicative text style, it was required, in some segments, to be as straightforward as possible, and the literal translation technique was deemed to fulfill such a need. The said technique is used when a syntagma or an expression must be translated word by word. Thus, it was distinguished on text segments or sentences that usually did not entail major linguistic or cultural problems. It was used, for instance, in some punctual short texts that were unchallenging and explicit (e.g., to translate “Financing the American Dream” as “*Financiando el sueño americano*”, “Buy a Home” as “*Comprar una casa*”, or “See More Testimonials” as “*Ver más testimonios*”), and in some narrative-type texts —such as testimonials— and paragraphs in which some terms were described —as in the glossary—(see *Table 4*).

Table 4

Examples of the use of the “literal translation” technique

SOURCE TEXT	TARGET TEXT
With more than 200 branches, help financing your American dream is never far away!	¡Con más de 200 sucursales, ayudarlo a financiar su sueño americano nunca fue tan fácil!
This is not an offer for extension of credit or commitment to lend. All loans must satisfy company underwriting guidelines. Not all applicants qualify. Information and pricing are subject to change at any time and without notice.	Esto no es una oferta de ampliación de crédito ni un compromiso de préstamo. Todos los préstamos deben satisfacer los lineamientos de la empresa. Es posible que no todos los solicitantes de préstamos cumplan con los requisitos. La información y los precios están sujetos a cambios en cualquier momento y sin previo aviso.

The established equivalent technique is usually applied when a term or expression is recognized —by the dictionary or by linguistic usage— as equivalent in the TL. Thus, this technique was detected in short and direct fragments, particularly in terms and words gathered in dictionaries. For example: when translating “search” as “*buscar*”, calculate as

“*calcular*”, links as “*enlaces*”, or terms that are already acknowledged within bilingual mortgage glossaries such as: “down payment” as “*cuota inicial*”, or “interest rate” as “*tasa de interés*”. This technique was likewise used in situations where it was crucial to be as close as possible to the original text and intention.

With respect to the four subsequent techniques: compensation, borrowing, modulation, and description, it is worth recalling that those are mostly related to the free method inasmuch as they allow for the modification and adjustment of the semiotic and communicative dimensions of the ST in pursuit of producing a more understandable TT for an identified reader.

The compensation technique was required to re-organize paragraphs or sentences as a mean to comply with the grammar and stylistic effect of the TT. Modulation and description techniques were adapted into paragraphs, short sentences, or terms that posed a linguistic challenge. Borrowing, on the other hand, behaved mostly as a strategy to cover the translanguaging necessities of the target readers of the translation in question.

The compensation technique is usually employed when an element of information or stylistic effect—that is reflected in the ST—is introduced elsewhere in the TT. In the present translation exercise, said technique was detected mostly in lengthy text fragments that posed both structural and stylistic challenges. That is, the compensation technique was required to produce a more understandable TT by re-organizing the sentences as shown in Table 5:

Table 5

Example of the use of the “compensation” technique

SOURCE TEXT	TARGET TEXT
<u>The noting in the registrar’s office of the details of a properly executed legal document</u> , such as a Deed of Trust, a Mortgage Note, a satisfaction of Mortgage, or an Extension of Mortgage, thereby making it a part of the public record.	<u>Es una inscripción</u> de los detalles de un documento legalmente firmado, como una escritura de fideicomiso, un pagaré o una satisfacción o extensión de la hipoteca, convirtiéndolo así en parte del registro público. <u>Esta inscripción se lleva a cabo en la oficina del registrador.</u>

The modulation technique is utilized when there is a need to change a point of view or paradigm —either lexical or structural— during the writing of the target text. In this process, this technique was therefore utilized in both short and long text fragments that required the reaching of a more accurate and natural TT. An example of short fragments where modulation was employed is the rendering of “reviewed by” as “*reseña de*” or “what is about” for the question “*¿para qué nos escribe?*” In the matter of long paragraphs, it was noticed that they regularly required a change in lexical perspective in the TT, as in the example below (Table 6).

Table 6

Examples of the use of the “modulation” technique

SOURCE TEXT	TARGET TEXT
With more than 200 branches, help financing your American dream is never far away!	¡Con más de 200 sucursales, ayudarlo a financiar su sueño americano nunca fue tan fácil!
Avoid These IRS Tax Scams	Evite ser estafado al pagar los <i>taxes</i> al IRS
You should replace these filters every 3-6 months depending on the type of filter you have.	Estos filtros deben cambiarse cada 3 o 6 meses dependiendo del tipo de filtro que tenga

The description technique —which is usually resorted to in order to replace a term or expression with a description of its form or function— was commonly implemented in

specific terms that neither were found as established equivalents in the target language nor were viable to undergo the borrowing technique since they seemed not to be part of the translingual readers' lexicon within the AFN context. This technique was pinpointed, however, in some fundamental mortgage terminology —e.g., the translation of “term-years” as “*plazo de pago en años*”, “third-party origination” as “*apertura de préstamos por terceros*”, or “seller carry-back” as “*financiamiento por el vendedor*”. From these examples, as in many other proceedings (see *Appendix A*), it can be discerned that, although there is a functional description in most of the cases, they try to be as close as possible to the source term intention and meaning.

As mentioned, the borrowing technique was adopted during the translation process as a strategy intended to cover the translingual properties of the target context by conserving some micro-units in the source language within the target text. Vinay and Darbelnet (1958) proposed employing the borrowing procedure “to overcome a laguna, usually a metalinguistic one” (p.31) and, under this notion, Hurtado Albir (2001) proposed to define borrowing as a word or expression from another language that is integrated to the TT, as it is (p.271). Nonetheless, perhaps the most important insight that can be drawn from the translation exercise presented here is the fact that in a text —or group of texts— like the one(s) translated here —i.e., translation projects in which the TT is oriented towards a mainly translingual community— the fact of preserving several terms in their source-language form does not obey to a necessity to sort out a linguistic gap, but, instead, to provide a functional text to a reader who has adopted translingual practices of communication in a specific local context.

In line with what has been said above, it is pertinent to remark that, even though most of these terms have a coined translation in Spanish, they still were kept in their source-language form within the TT. That is because, if such terms would have been translated, probably the translations would not have been efficient and functional, both pragmatically and semiotically, among Spanish-speaking clients and employees in the US. Those terms include but are not limited to the following: *realtors, taxes, tax returns, borrower, lender, appraisal, appraiser, broker, escrow, buydowns, fee, loan officer, loan originator, real estate, and marketing*. All these terms are regularly used during communicative and negotiation practices by US-based Spanish speakers and were selected, among other reasons, due to the fact that the author of the present paper had contact for more than two years with the AFN, and therefore, is utterly familiar with communication practices among USA-based Spanish-speaking AFN customers and employees. Table 7 includes some examples of the use of linguistic borrowings in the translation being analyzed.

Table 7:

Examples of the use of the “borrowing” technique

SOURCE TEXT	TARGET TEXT
An assumable mortgage can be transferred from the seller to a new buyer. Generally, this requires a credit review of the new borrower and the lender may charge a fee for the assumption. If a mortgage contains a due-on-sale clause, it may not be assumed by a new buyer.	Una hipoteca asumible puede ser transferida por el vendedor a un nuevo comprador. Por lo general, esto requiere una evaluación crediticia del nuevo borrower y el lender puede cobrar un fee por la suposición. Si una hipoteca contiene una cláusula de vencimiento sobre la venta, no puede ser asumida por un nuevo comprador.
A pre-approval does not constitute a loan commitment or guarantee of a loan. Pre-approval is subject to a satisfactory appraisal , satisfactory title search, and no	La preaprobación de un préstamo no supone un compromiso ni una garantía de este. La preaprobación está sujeta a un appraisal , a una inspección del título satisfactoria y a que

meaningful change to borrower's financial condition	no haya cambios significativos en la situación financiera del <i>borrower</i> .
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Other criteria to take the latter terms into consideration was the connotation that such speakers have given to them. As a short exemplification, the terms “taxes” and “tax returns” are constantly overlapped and are used randomly to refer to *Form 1040 Individual Tax Returns*. That is, the metonymic meaning is given by the users and depends on the context. Under this instance, it may be presumed that if both terms were translated, they could be unclear to readers. Such is the case of the word “realtor”, which was observed as a noun and as a company’s proper name, “Realtor®”. The translation of this word into Spanish could probably not only make communication less efficient but would also confuse customers as there are realtors’ institutions using this term for naming their brand. Another example is the word “escrow,” which, as shown in Figure 2, is commonly used in written language within the mortgage bank system for Spanish speakers. With regard to “loan officer” and “loan originator”, it was realized that there were no established equivalents in Spanish, but instead, an extensive number of translations was found, many of which were descriptions. As a result, for semantic and pragmatic reasons, it was preferable to keep the original forms of these terms in the TT.

Within the translation analysis, it was also agreed to keep acronyms in their source-language form as a type of borrowing, principally for two reasons: first, because all the acronyms allude to a term or proper name in English (governmental institutions, loans, etc.), and second, because no amplification whatsoever (e.g., information, explanatory paraphrases, or translator's notes) was used to clarify these acronyms. As shown in Figures 1, 2, and 4 (above), many websites recur to the use of acronyms in their original SL form without the need to explain to their readers what those units stand for. It could be deemed

then that Latino and Hispanic individuals settled in the USA are accustomed to those acronyms and that they have already internalized their form and meaning. In such a manner, it was hence determined, for the present translation project, to use those acronyms in their original language as well. Table 8 presents the acronyms that were maintained in their SL form.

Table 8

Acronyms

ACRONYM	MEANING
AFN	American Financial Network
IRS	Internal Revenue Service
NMLS	Nationwide Multistate Licensing System
FHA	Federal Housing Administration
VA	Veteran Affairs
VA LAPP	Veteran Affairs Lender Appraisal Processing Program
USDA	U.S. Department of Agriculture
ARM	Adjustable-rate Mortgage
PITI	Principal, Interest, Taxes, and Insurance
CRV	Certificate of Reasonable Value
FRM	Fixed-rate Mortgage
HUD	U.S. Department of Housing and Urban Development
FNMA	Federal National Mortgage Association
GSE	Government Sponsored Enterprise
GPM	Graduated-payment Mortgage
GNMA	The Government National Mortgage Association
MBS	Mortgage-backed Securities
PIH	Office of Public and Indian Housing
RD	Rural Development
MI	Mortgage Insurance
AMLs	Adjustable Mortgage Loans
VRMs	Variable-Rate Mortgages
GEM	Growing-equity Mortgage
DTI	Debt-to-Income Ratio
MIP	Mortgage Insurance Premium
FICO®	Fair Isaac Corporation
LTV	Loan-to-Value

PMI	Private Mortgage Insurance
APR	Annual Percentage Rate
LO	Loan Officer
EMD	Earnest Money Deposit

Some examples of the application of the borrowing technique to acronyms in the actual text are presented in Table 9:

Table 9

Examples of the use of borrowing applied to acronyms

SOURCE TEXT	TARGET TEXT
Send LO Copies of Your Canceled Earnest Money Deposit Checks	Envíe al LO copias de sus cheques de depósito de buena fe (EMD) abonados
We are a Direct Lender with delegated authority to underwrite, fund, and service Fannie Mae, Freddie Mac, FHA, USDA, VA , and Jumbo loan products in-house.	Somos un <i>lender</i> directo con autoridad delegada para evaluar, financiar y administrar desde nuestra compañía los préstamos Fannie Mae, Freddie Mac, FHA, USDA, VA y Jumbo.
AFN is a Fannie Mae Seller/Service, Ginnie Mae and Freddie Mac Issuer, and USDA & VA LAPP approved.	AFN es una empresa administradora de Fannie Mae, emisora de Ginnie Mae y Freddie Mac y acreditada por el USDA y el VA LAPP .

As explained, using the borrowing technique in specific translation projects such as the one proposed in this paper could make allowance not only for filling linguistic gaps in the target culture, but also for producing functional texts that meet the semiotic and pragmatic needs of the translingual reader. It is important, however, to recall that this paper reflects a practical exercise, and thus the foregoing is not meant to be understood as a theoretical treatise, but rather as a useful step to stimulate future research into the role that can be given to the translingual audience and to dynamic modes of communication during a translation process oriented towards a translingual community.

Finally, the last five techniques presented in Table 3: linguistic amplification, transposition, generalization, reduction, and adaptation, respectively, were used only to modify the TT in terms of style and composition, permitting it to be more “natural”. Linguistic amplification—which is used when linguistic elements must be added in the TT— was noticed in paragraphs that needed to be extended so that they could be more readable. Spanish conjunctions, for example, were widely utilized to complement some sentences or fragments, although there were further cases in which this technique was employed. Some examples of the use of this technique are presented in Table 10:

Table 10

Examples of the use of the “linguistic amplification” technique

SOURCE TEXT	TARGET TEXT
An adjustable-rate mortgage (ARM) with a monthly payment that is sufficient to amortize the remaining balance, at the interest accrual rate, over the amortization term.	Es una hipoteca con tasa de interés ajustable (ARM) que tiene un pago mensual suficiente para amortizar el saldo restante, teniendo en cuenta la tasa de acumulación del interés, durante el plazo de amortización.
Perfect job Milaidis Guzman Moreira	Excelente trabajo por parte de Milaidis Guzman Moreira

The transposition technique — employed to modify a lexical unit's grammatical category — was applied in segments where a grammatical change allowed for a more coherent TT. Table 11 includes one example of the transposition technique at work:

Table 11

Example of the use of the “transposition” technique

SOURCE TEXT	TARGET TEXT
An organization that collects principal and interest payments from borrowers and manages borrowers’ escrow accounts. The	Es una organización que recauda los pagos del capital y los intereses de los <i>borrowers</i> y gestiona sus cuentas <i>escrow</i> . El

servicer often services mortgages that have been purchased by an investor in the secondary mortgage market.	administrador suele encargarse de las hipotecas adquiridas por inversores en el mercado hipotecario secundario.
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The generalization technique—which is identified when a more general or neutral term is used in the target text to replace a more precise or specific unit in the SL—was used only to change simple lexical units for others that are more general and natural in the target culture. Some of those lexical units were closely related to mortgage and website terminology, e.g., the translation of the tab “Home” as “*Inicio*”, “branch” as “*oficina*”, or “employer” as “*empresa*”.

The reduction technique is identified when information elements presented in the ST are not formulated in the TT. Thus, in this translation, that technique was observed in text fragments that did not replicate words or terms from the ST in order to keep a simple and understandable TT. Although it did not pretend to avoid significant information. Some instances of this technique can be seen in Table 12:

Table 12

Examples of the use of the “reduction” technique

SOURCE TEXT	TARGET TEXT
Failure to make mortgage payments on a timely basis or to comply with other requirements of a mortgage agreement.	Es algún incumplimiento de los pagos a tiempo de la hipoteca o de otros requisitos del contrato hipotecario.
AFN Executive Leadership Team	Equipo de liderazgo ejecutivo
Our personalized partnership strategy reflects a culture that is both flexible and empowering.	Nuestra estrategia de asociación personalizada refleja una cultura empresarial flexible y potenciadora.

The adaptation technique—which is used to replace one cultural element with another from the target culture—was detected in fragments where using a target cultural

expression or term seems to be more appropriate on account of producing a more precise TT. Table 13 includes some examples of this technique.

Table 13

Examples of the use of the “adaptation” technique

SOURCE TEXT	TARGET TEXT
Long story short he knows what he is doing and he knows his job inside out.	En pocas palabras , él sabe lo que hace y conoce su trabajo a la perfección.
The purchase contract	Contrato de compraventa
25 active jobs	25 vacantes disponibles

An important point to highlight is that although both long and short fragments presented either linguistic or cultural challenges, all lengthy texts needed more than one technique to be used in conjunction in order to achieve a comprehensive and functional TT. Thus, for example, literal translation, description, established equivalent, linguistic amplification, and borrowing could be employed in the same text segment (see *Appendix A*). On another note, it is also of great importance to remark that the only technique used intentionally was the borrowing technique. The other techniques utilized behaved as a tool for the analysis of the translation as they were employed unconsciously during the process of producing the target text.

Translation Problems and Difficulties

Nord (2005) proposes to define the term “translation problem” as an “objective (or inter-subjective) transfer task which every translator (irrespective of their level of competence and of the technical working conditions) has to solve during a particular translation process”, and the term “translation difficulty” as a demanding situation that is “subjective and [has] to do with the individual translator and the specific working

conditions” (pp. 166-167). Having a distinction between those terms made it possible to be aware of the problems and difficulties encountered during the translation process.

This segment, nonetheless, won't focus on the *linguistic*¹⁷ and *text-specific*¹⁸ *translation problems* presented during the production of the TT. That is precisely because the techniques previously described set forth concrete examples of some of those problems and, therefore, clarify how they were solved over the course of taking decisions. Likewise, it will not address the *convention-related translation problems*¹⁹ in as much as some of those problems were as well reflected in the examples above (see *Table 13*), also, because the Latino or Hispanic community settled in the US has adopted some cultural practices of the host country and, in doing so, a few cultural difficulties that emerged in the ST did not present a substantial obstacle during the process of rendering the TT (e.g., to translate “A Healthy Spring Cleaning” as “*Una limpieza de primavera sana*” without using any type of amplification or description as readers might have an idea of the expression’s meaning).

There were, nonetheless, two major difficulties that should be emphasized in this segment. The first one was recognized as a *technical difficulty* as it is closely related to research and documentation (Nord, 2005, p.171). In accordance with previous chapters, many TS theories related to cross-language phenomena attempt to provide answers for translating hybrid texts with monolingual target audiences. There seems, however, to be a lack of interest in relation to readers who make use of hybrid modes of communication due

¹⁷ “Arising from the structural differences between source and target language”. (Nord, 2005, p. 167).

¹⁸ “Arising from the particular characteristics of the source text”. (Nord, 2005, p. 167).

¹⁹ “Arising from the differences in behaviour conventions between the source and the target culture.” (Nord, 2005, p. 167).

to the multilingual environment in which they live. While there are linguistic theories that address this matter, no TS theory was identified in the literature reviewed that would assist in covering the requirements of a translation oriented towards these dynamic modes of communication. The absence of a theory on which to be grounded could turn the translation, and this proposal, into something difficult to achieve, especially when most of the TS theories resorted to tend to see translation as a matter of inter-linguistic transfer between two formal linguistic systems (Arcia, 2012, p.66). That being the case, it was opted then to make use of some settled translation theories²⁰ that, although do not comprise the subject in question explicitly, they take into consideration the target readers' communicative performance and the extra-textural factors involved.

The second difficulty was deemed to be a *translator-dependent* one, due to its correlation to the level of the translator's knowledge (Nord, 2005, p.169). During the translation process, it was noticeable that the mortgage bank system holds a large amount of terminology and procedures that are connected with each other (see *Table 14*), which required of the translator to be particularly familiar with the topic and the translingual context of the target audience.

Table 14

Example of the correlation of the "index" with other mortgage procedures

SOURCE TEXT	TARGET TEXT
INDEX	ÍNDICE
A published interest rate compiled from other indicators such as U.S. Treasury bills or the monthly average interest rate on loans closed by savings and loan	Es una tasa de interés publicada y elaborada a partir de otros indicadores como los bonos del Tesoro de Estados Unidos o la tasa de interés mensual promedio de los préstamos

²⁰ Skopos theory, functionalism, and the approach proposed by Hurtado Albir in regard to technique, method, and strategy (see *Theoretical Framework*).

organizations. Mortgage lenders use the index to establish rates on an adjustable rate mortgage (ARM). (see also MARGIN)	cerrados por las organizaciones de ahorro y préstamo. Los <i>lenders</i> hipotecarios utilizan el índice para establecer las tasas de una hipoteca con interés ajustable (ARM). (véase también MARGEN)
MARGIN	MARGEN
The number of percentage points the lender adds to the index rate to calculate the adjustable-rate mortgage (ARM) interest rate at each adjustment. (see also INDEX)	Es el número de puntos porcentuales que el <i>lender</i> añade a la tasa de índice para calcular la tasa de interés de la hipoteca con tasa ajustable (ARM) en cada ajuste. (véase también ÍNDICE)
PERIODIC RATE CAP	TOPE DE TASA DE INTERÉS PERIÓDICO
A limit on the amount that the interest rate can increase or decrease during any one adjustment period, regardless of how high or low the index might be. (see also ADJUSTABLE RATE MORTGAGE and CAP)	Es un límite en el monto en el que la tasa de interés puede aumentar o disminuir durante cualquier período de ajuste, independientemente de lo alto o bajo que esté el índice . (véase también HIPOTECA CON TASA DE INTERÉS AJUSTABLE y TOPES)
ADJUSTABLE-RATE MORTGAGE (ARM)	HIPOTECA CON TASA DE INTERÉS AJUSTABLE (ARM)
A mortgage with an interest rate that changes during the life of the loan according to movements in an index rate. Sometimes called AMLs (adjustable mortgage loans) or VRMs (variable-rate mortgages).	Es una hipoteca con una tasa de interés que cambia durante la vida del préstamo de acuerdo con los movimientos del índice de tasa. A veces se conocen como AMLs (préstamos hipotecarios ajustables) o VRMs (hipotecas con tasa de interés variable).

Note. These are only a few examples of some processes or products that involved the concept of index in their regulations. See *Appendix A* for more exemplifications

With the objective of preserving coherence and cohesion in the TT, it was fundamental to be knowledgeable about specific terms and procedures along with their association with one another. To fulfill this, it was necessary for the translator to become reasonably familiar with the American mortgage system. Some of the resources used included asking questions to specialized external aid such as AFN loan officers and loan processors in order to solve doubts. This was especially true for the ones related to terminology and the mortgage banking system in general. On the other hand, it was very

helpful to resort to CFPB and AFN website articles related to the topic and to make use of tools such as Proz and web mortgage glossaries.

From this annotated translation, there should be considerable attention paid to significant aspects in terms of the techniques and technical difficulties. First, it is worth noting that the analysis of translation techniques is very subjective, and that each translator can identify them by individual consideration based on their denomination —e.g., a “description” and a “linguistic amplification” could be overlapped since both require the use of more lexical units in the TT. The case of “modulation” and “transposition” could also be confusing, particularly when translating the passive voice into the active voice (or vice versa), since it could be associated with either a change in the point of view or a grammatical reformulation. Something similar happens with the use of “modulation” and “compensation”, as both can overcome text structural problems. Second, as for the technical difficulty presented in the proposal, it is noteworthy to remark that, even if this translation was based on TS-settled theories, it does not pretend to deny the necessity to foster the development of new theoretical assumptions towards dynamic ways of communication and, particularly, translanguaging in relation to the translation process.

Conclusion

Translation requires, undeniably, a substantial reflection on the source and target languages and cultures involved in the translation assignment, because, above all, language can be regarded as the translator's main working tool. The present work has provided an opportunity to reflect on the linguistic phenomenon of translanguaging. Notwithstanding, this process also permitted an examination of TS fundamentals that helped not only to accomplish this academic exercise of translating with a purpose but, equally importantly, to come to some conclusions.

Noteworthy, this practical exercise had as a main objective to translate the website of AFN mortgage bank from English to Spanish taking into consideration the linguistic features of the audience in order to provide a functional TT. Furthermore, it established as specific objectives to apply the knowledge and skills acquired during the translation master's degree as well as the analysis of the TS theories, methods, strategies, and techniques used during the translation process with the aim of providing a translation commentary (see *Results and Analysis*). In our view, those objectives have been met.

In this academic exercise, a total of 7,412 words were taken from the AFN website and were translated into Spanish, while taking into account the linguistic features of the intended audience by using the borrowing technique as a strategy (see *Appendix A*). However, it is important to emphasize that these linguistic characteristics have been derived from over two years of practical experience within the company, which does not adhere to a rigorous research methodology. That is to say, the way in which the translation was conducted and what has been exposed here is not intended to be a theoretical treatise but rather as a practical exercise that has allowed its agent to come to conclusions that might

encourage future research and documenting of new TS theoretical proposals oriented towards the linguistic phenomena known as translingualism.

In regard to the specific objectives, the translation was approached through the lens of TS theories and authors (see *Theoretical Framework*). This approach involved the application of functionalism, drawing from works by Nord (2005, 2009, 2013), and the utilization of the free method proposed by Hurtado Albir (2001). This allowed the translation to give relevance to the dynamic modes of language and its pragmatic aspects, thereby facilitating the creation of what could be a clear and adequate TT for the specific audience.

The techniques and strategies outlined by Hurtado Albir (2001) were not only employed for the analysis of TS techniques within the translation but also to offer potential resolutions for the linguistic exigencies presented in the intended target reader. Also, the concept of localization (Gouadec, 2007; Jiménez-Crespo, 2013; Tercedor, 2005) —as a translation-related theory— allowed to categorize this exercise into a webpage localization since the process entailed the translation of the digital texts contained in the AFN webpage for a specific locale. Finally, all of this was discussed elaborately in a translation commentary presented upon in the *Results and Analysis* segment.

One significant point to note is that the literal translation technique was employed most frequently throughout the entire translation process. Based on this, it can be assumed that a significant number of segments in the translation were oriented in such a literal way due to the fact that they were originally written in a simplified and easy-to-understand manner that aims at clarity. Likewise, it could be argued that this technique seems to have

responded, as well, to the need to produce an understandable and functional target text that retains the intention and message of the source text.

The foregoing, however, does not denote that the translation method must have been destined towards the same “literal” purpose of the literal translation technique during the translation process. First, because, as Hurtado Albir states, the method “responds to a global choice that involves the whole text” (Hurtado Albir, 2001, p.249), and the literal method evidently does not comply with the translingual readers’ linguistic needs. Second, because it was hence necessary to implement a method that enabled the reforming of categories of communicative dimensions, so that the target text could be “freely” adapted to the target reader’s conditions, and the free method fitted such demand.

To adopt a method in accordance with the social context and the target reader’s demands —as proposed by Hurtado Albir (2001, pp.248-249) — facilitated the process to delimitate the strategies chosen for this translation. Particularly because, as Hurtado Albir (2002) affirms, applying a method also involves modifications in the use of strategies (p.250). Still, it is worth reiterating that the strategies are individual decisions taken by the translator to solve problems during the translation process (Hurtado Albir, 2001, p. 276) and that, therefore, they are not a “list” of established recommendations or solutions within TS but rather a decision-making procedure that is put into effect as translation challenges emerge.

From the above, one can assert then that deciding on a strategy requires the translator's ability to discern and make choices that can alter both macro and micro textual levels. In this sense, the strategies proposed in this paper (to establish conceptual relations and to use the “borrowing” technique intentionally) were individual decisions taken by the

translator based on her knowledge and experience and in line with the linguistic challenges presented in the target context, in an effort to give solutions to the target readers' linguistic requirements.

Probably the most distinguished target readers' linguistic requirement in this process was the dynamic ways in which they communicate. In the context of AFN, this phenomenon may be a result of the fact that there has not been any interest on the side of the company to translate its website into Spanish. That is, Latinos or Hispanics have been "forced" to adjust to the English language and terminology, along with the system of the bank, and, most likely, this "adjustment" process has required Spanish-speaking clients and employees to adopt certain English terms within their interactions in Spanish in order to achieve a better understanding and efficacy. This could come about either because they resort to "linguistic economy" or because they do not find a common code in their mother language, especially when there are significant differences between the U.S. and Latin American mortgage banking systems.

The aforesaid also might be related to how US-based Spanish speakers internalize representations and perceptions of signified and signifier of signs as they aggregately construct meaning throughout negotiation practices. This is the case with most of the "borrowings" in the target text, which were mainly micro-units intimately related to the mortgage bank terminology that these speakers have already incorporated into their communicative negotiation practices. That is precisely when the borrowing technique can turn into a tool to cover the semiotic and pragmatic needs of the translingual reader beyond just filling linguistic gaps between both cultures, which used to be described as the main function of the borrowing technique in traditional TS literature.

For the reasons just mentioned, there is special reference to translingual practices in this paper, and, therefore, several decisions were taken in regard to those practices in the translation process described here, most notably those related to the “borrowing” technique. With this, it is evident that the idea of incorporating in the process such dynamic modes of communication used by the US Latino or Hispanic communities was indeed to produce a target text that would convey a clear message for the translingual reader as well as preserve the intention of the sender. This resulted not only in a functional target text oriented to effective communication but also in providing a picture of the “society repositories” (Canagarajah, 2013, p.42) that enable these translingual speakers to satisfy their communicative needs within the mortgage bank system in the US.

Finally, it is worth highlighting how the role and voice of the translator have great relevance when it comes to dealing with translation projects such as the one described here. Certainly, one as a translator —and as a cultural mediator— must embrace, in these cases, a role not as a "custodian of a language" but rather as a professional who is able to grasp the linguistic, pragmatic, and semiotic aspects of a locale in order to deliver a target text that meets the needs of both the source and the target side. This is also true with locales having specific linguistic needs, such as hybrid modes of communication. Eventually, this proceeding may also give visibility to these communities historically labeled as “marginalized groups” in spite of being a population with a strong economic and cultural influence.

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APPENDIX A

Translation of the AFN website

EN	ES	Techniques
HOME	INICIO	Generalization
Locations	Sucursales	Generalization
Testimonials	Testimonios	Established equivalent
Resources: Calculators. Loan Programs. Glossary. Checklist. Documents. Blog.	Recursos: Calculadora. Préstamos. Glosario. Lista de verificación. Documentos. Blog.	Established equivalent/ borrowing/ generalization
Company: Our Story. Realtor Partnership. License. Careers. Contact Us.	Compañía: Nuestra historia. Colaboración con los <i>realtors</i> . Estados con licencia. Trabaje con nosotros. Contáctenos.	Established equivalent/ literal translation/ borrowing/ description
Account: My Loan Application. Make a Payment.	Cuenta: Mi solicitud de préstamo. Realizar un pago.	Established equivalent/ description/ literal translation
Apply Now	Envíenos su solicitud	Linguistic amplification/ reduction
Free Quote	Cotización gratuita	Literal translation
Search	Buscar	Established equivalent
Financing the American Dream	Financiando el sueño americano	Literal translation
What would you like to do?	¿Qué le gustaría hacer?	Literal translation
Buy a Home	Comprar una casa	Literal translation
Refinance	Refinanciar	Established equivalent
AFN Customer Testimonials	Testimonios de nuestros clientes.	Literal translation/ reduction
Total 1,000 reviews	1,000 testimonios en total	Literal translation
"Perfect job"	"Excelente trabajo"	Generalization
Perfect job Milaidis Guzman Moreira	Excelente trabajo por parte de Milaidis Guzman Moreira	Generalization/ linguistic amplification
"Exceptionally..."	"Extraordinariamente..."	Generalization
Exceptionally rapid. Let me always know what to expect. Always well prepared. Pleasure to work with	Extraordinariamente rápido. Siempre me permitieron estar informado y siempre estuvieron bien preparados. Fue un placer	Generalization/ modulation/ linguistic amplification

Debbie Plank and Walter Steffenson. James R Storey	trabajar con Debbie Plank y Walter Steffenson. James R Storey.	
"My husband and I..."	"Mi esposo y yo..."	Literal translation
My husband and I had a wonderful experience with Mark. From the very beginning of the process, he helped us feel confident in making decisions by answering all of our questions and addressing our concerns. We highly recommend Mark, as we witnessed how hard he worked to address our needs. Thanks to Mark and his AMAZING team, my husband and I were able to purchase our first home, and just in time for the arrival of our newborn. Thank you Mark for your professionalism and attentiveness! Deborah Alonzo	Mi esposo y yo tuvimos una gran experiencia con Mark. Desde el principio del proceso, él nos ayudó a sentirnos seguros al tomar esta decisión al responder todas nuestras preguntas y atender nuestras preocupaciones. Recomendamos totalmente a Mark. Fuimos testigos de lo duro que trabajó para atender nuestras necesidades. Gracias a él y a su maravilloso equipo, mi esposo y yo pudimos comprar nuestra primera casa y justo a tiempo para el nacimiento de nuestro bebé. ¡Gracias Mark por tu profesionalismo y amabilidad! Deborah Alonzo.	Literal translation/ generalization
See More Testimonials	Ver más testimonios	Literal translation
Find AFN Local Experts	Busque expertos de AFN en su área	Transposition/ linguistic amplification
With more than 200 branches, help financing your American dream is never far away!	¡Con más de 200 sucursales, ayudarlo a financiar su sueño americano nunca fue tan fácil!	Literal translation/ modulation
Purchase Calculator	Calculadora de compra	Literal translation
Home Price	Precio de la casa	Literal translation
Down Payment	Cuota inicial	Established equivalent
Interest Rate	Tasa de interés	Established equivalent
Term-Years	Plazo de pago en años	Description
Refinance Calculator	Calculadora de refinanciación	Literal translation
Current Loan Balance	Saldo del préstamo actual	Literal translation
Current Monthly Payment	Pago mensual actual	Literal translation
Current Interest Rate	Tasa de interés actual	Literal translation
New Loan Term-Years	Nuevo plazo de pago en años	Established equivalent/ description

Calculate	Calcular	Established equivalent
Calculate Your Mortgage Payment	Calcule el pago de su hipoteca	Literal translation
American Financial Network, Inc. is providing the calculator tools above as a courtesy and results are estimates only. Please consult with a licensed American Financial Network, Inc. Loan Originator for more specific information and to discuss your individual needs and circumstances. Standard disclaimers apply.	American Financial Network, Inc. facilita, como cortesía, las herramientas para realizar el cálculo. Sin embargo, los resultados son sólo aproximaciones. Por favor consulte a un <i>loan originator</i> con licencia de American Financial Network, Inc. para obtener información más específica y analizar sus necesidades y caso específicos. Aplica cláusulas de exención de responsabilidad.	Borrowing/ transposition/ reduction/ compensation/ linguistic amplification
Top Stories	Historias destacadas	Generalization
Setting Up Utilities before You Move	Ajuste los servicios públicos antes de que se mude	literal translation/ description
May 11, 2021	11 de mayo de 2021	Adaptation
Of all the details you are tasked with when moving to a new home, few are more important than hooking up your utilities. Setting up your electrical, natural gas, water, and sewer, cable, and internet, as well as trash pick-up, sounds daunting at first since you have to know where to go for each one. First, determine who your providers are. Your realtor or landlord should be able to provide a list, or you can go online to see who services your area. Often, you'll have one provider option for utilities like electricity, natural gas, water and sewer, and trash pick-up, and multiple options for internet and cable. Once you know who your providers will be, you can get in touch (do this around two weeks out). Suppose you already have utilities set up in your current home. In that case, you're going to need to either transfer your existing utilities or cancel your	De todos los detalles en los que hay que ocuparse al mudarse a una nueva casa, pocos son tan importantes como la conexión de los servicios públicos. Ajustar los servicios de electricidad, gas natural, agua, alcantarillado, conexión del televisor, internet y hasta el servicio de recogida de basuras, es una tarea ardua al principio ya que hay que saber a dónde dirigirse para cada uno de ellos. En primer lugar, determine quiénes son sus proveedores. Su <i>realtor</i> o su <i>landlord</i> pueden facilitarle una lista, pero si usted desea, también puede consultar en Internet quiénes prestan el servicio requerido en su zona. Usualmente, usted tendrá la opción de escoger un proveedor para servicios como el de la electricidad, gas natural, agua, alcantarillado y servicio de recogida de basura, así como múltiples opciones para el internet y conexión al televisor por cable.	Literal translation/ modulation/ description/ established equivalent/ linguistic amplification/ borrowing

<p>existing utilities and set up new ones. If you're starting from scratch, you'll need to set up new ones. Once you've got all this going on, you're not yet out of the utility woods since there is always the possibility of errors when you're transferring, canceling, or setting up utilities. For that reason, it's a good idea to verify that everything went through as it was supposed to, especially since you don't want to end up with a bill for utilities that you thought were shut off. As for those automatic payments, it's wise not to set it and forget it. It's always a smart move to double-check that everything is correct from time to time. It's best to start doing your utility shuffle at least two weeks before your move date.</p>	<p>Una vez que haya elegido quiénes serán sus proveedores, puede ponerse en contacto con ellos (hágalo alrededor de dos semanas antes de la mudanza). En caso de que ya tenga instalados los servicios públicos en su vivienda actual, entonces podrá transferir estos servicios actuales o cancelarlos y elegir otros nuevos. Si usted está comenzado a mudarse desde cero, tendrá que establecer servicios nuevos. Si usted ya empezó con este proceso, es posible que se encuentre con algunas dificultades. Siempre existe la posibilidad de que se produzcan errores al transferir, cancelar o configurar los servicios públicos. Es por esto que es bueno verificar que todo se haya llevado a cabo como se suponía, sobre todo porque nadie quiere acabar con una factura de servicios públicos que se creían cortados. En cuanto a los pagos automáticos, no es aconsejable solo programarlos y olvidarse de ellos, es buena idea volver a comprobar de vez en cuando que toda la información esta correcta. Recuerde que lo mejor es empezar a gestionar los servicios públicos al menos dos semanas antes de la fecha de la mudanza.</p>	
<p>A Healthy Spring Cleaning</p>	<p>Una limpieza de primavera sana</p>	<p>Literal translation</p>
<p>Mar 05, 2021</p>	<p>05 de marzo de 2021</p>	<p>Adaptation</p>
<p>Maintaining a healthy home goes beyond your usual spring cleaning, it's important to check up on your house. Make sure that smoke detectors are working and provide the right maintenance to welcome a new season and get ready for the seasons after it. Replace all filters including water, range hood and air</p>	<p>Mantener un hogar saludable va más allá de la habitual limpieza a profundidad que se hace en primavera, inspeccionar la casa es también importante. Cuando realice una limpieza a profundidad, asegúrese también de que los detectores de humo funcionan, realice el mantenimiento adecuado</p>	<p>Literal translation/ description/ compensation/ linguistic amplification/ transposition/ modulation</p>

vent filters. You should replace these filters every 3-6 months depending on the type of filter you have. Unscrew the faucet aerators, sink sprayers and showerheads, and soak them in equal parts vinegar and water solution. Let them soak for an hour, then rinse with warm water. A clogged dryer vent can be a fire hazard. To clean it, disconnect the vent from the back of the machine and use a dryer vent brush to remove lint. Outside your house, remove the dryer vent cover and use the brush to remove lint from the other end of the vent line. Make sure the vent cover flap moves freely.

A house with a crawl space has vents along the foundation walls. The vents provide air circulation that helps prevent excess moisture and mold growth, and they prevent critters from taking up residence underneath your home. The screens collect leaves and other debris from fall and winter. Spring is a great time to clean them out and check for damage. You can't have a successful garden without good soil. It's time to update your soil and perhaps throw some mulch down as well. Finally show your patio space some love by cleaning off outdoor furniture and making sure your grill is clean before you fire it up. Enjoy your fresh start this spring!

para darle la bienvenida a esta nueva estación del año y preparase para las que vienen después de esta. Sustituya todos los filtros, incluidos los de agua, extractor de olores y ventilación. Estos filtros deben cambiarse cada 3 o 6 meses dependiendo del tipo de filtro que tenga. Desenrosque los atomizadores de los grifos, la manguera del lavaplatos y las duchas, y sumérjalos en agua y vinagre mezclado por igual. Déjelos en remojo durante una hora y luego enjuáguelos con agua tibia. También tenga en cuenta que hay riesgo de incendio si uno de los conductos de ventilación de la secadora se encuentra taponado. Para limpiarlos, desconecte el conducto de ventilación de la parte trasera de la máquina y utilice un cepillo de limpieza de secadora para poder eliminar la pelusa. Afuera de su casa, busque el conducto de ventilación de la secadora, retire la cubierta y certifique de que se mueve fácilmente, luego utilice el cepillo para eliminar las pelusas del otro extremo de la manguera de ventilación.

Una casa con un entresuelo tiene conductos de ventilación a lo largo de las paredes de cimientos. Los conductos de ventilación proporcionan una circulación de aire, esto ayuda a prevenir el exceso de humedad y el crecimiento de moho, además evita que algunos bichos se instalen debajo de su casa. Las rejillas de estos conductos recogen las hojas y otros restos del otoño y el invierno. La primavera es un buen momento

	<p>para limpiarlos y comprobar si hay daños.</p> <p>La primavera es la temporada perfecta para la jardinería. No se puede tener un jardín exitoso sin una buena tierra, así que este es el momento de renovar el suelo y tal vez de poner un poco de abono. Por último, dele un poco de amor a su patio, limpie los muebles que tenga afuera y asegúrese de que su parrilla está limpia antes de ponerle fuego. ¡Disfrute de su nuevo comienzo esta primavera!</p>	
Avoid These IRS Tax Scams	Evite ser estafado al pagar los <i>taxes</i> al IRS	Modulation/ borrowing
Feb 03, 2021	03 de febrero de 2021	Adaptation
<p>Tax season has begun, but it's essential to remain vigilant of these scams that could cost you. First, we have the different types of scams that are currently happening. 1. 'You need to pay a small fee to get your stimulus check.' This is a growing scam related to the government's ongoing response to the coronavirus, the Federal Trade Commission warns. Many Americans will qualify for a stimulus check, but the government (including the IRS) does not require anyone to pay anything to receive the money. 2. 'We're calling to tell you your identity was stolen; you need to buy some gift cards to fix it.' In this trick, a criminal calls the victim and poses as an IRS agent. The criminal claims the victim's identity has been stolen and used to open fake bank accounts. The caller then tells the taxpayer to buy certain gift cards; later, the crook gets back in touch and asks for the gift card access numbers. 3. 'We'll</p>	<p>La temporada de los <i>taxes</i> ha comenzado y es esencial permanecer atento a estas estafas que podrían costarle. Aquí le mostramos los diferentes tipos de estafas que ocurren actualmente. 1. "Tiene que pagar un pequeño <i>fee</i> para recibir su pago o cheque de incentivo". La Comisión Federal de Comercio advierte de que se trata de una estafa que se presenta cada vez más y está relacionada con la respuesta del gobierno al coronavirus. Muchos estadounidenses tendrán derecho a un pago o cheque de incentivo, pero el gobierno (incluyendo el IRS) no requiere que nadie pague nada para recibir el dinero. 2. "Lo llamamos para decirle que le han robado su identidad y para solucionarlo tiene que comprar algunas tarjetas de regalo". En este truco, un delincuente llama a la víctima y se hace pasar por un funcionario del IRS. El delincuente afirma que la identidad de la víctima ha sido robada y utilizada</p>	<p>Literal translation/ borrowing/ reduction/ modulation/ compensation/ linguistic amplification/ generalization/ description</p>

<p>cancel your Social Security number.' "If taxpayers receive a call threatening to suspend their SSN for an unpaid tax bill, they should just hang up," the IRS says.</p> <p>4 'This is the Bureau of Tax Enforcement, and we're putting a lien or levy on your assets' There is no Bureau of Tax Enforcement. Victims often receive a letter from the fake agency claiming that they have a tax lien or tax levy and better pay the "Bureau of Tax Enforcement."</p> <p>5. 'You owe the Federal Student Tax.' There is no federal student tax. Finally, we have a list of red flags that let you know it could be a tax scam. They're calling you first. The IRS contacts taxpayers by mail first; it doesn't initiate contact via a random phone call. They're leaving a prerecorded voice mail. The IRS doesn't leave prerecorded, urgent, or threatening voicemails. They're emailing you. The IRS doesn't initiate contact with taxpayers by email to request personal or financial information. They're texting you. The IRS doesn't initiate contact with taxpayers by text message to request personal or financial information. They're contacting you via social media. The IRS doesn't initiate contact with taxpayers on social media channels to request personal or financial information. They're asking for a credit card or debit card number over the phone. The IRS doesn't do that. If you have additional questions or would like to read more about possible tax scams, you can visit https://www.irs.gov/newsroom/tax-scams-consumer-alerts You can also report possible scams by</p>	<p>para abrir cuentas bancarias falsas. La persona que llama le dice al contribuyente que compre determinadas tarjetas regalo. Más tarde, el estafador vuelve a ponerse en contacto y le pide los números de acceso a las tarjetas regalo.</p> <p>3. "Vamos a cancelar su Número de Seguridad Social (SSN)". Dice el IRS: "Si los contribuyentes reciben una llamada en la que se les amenaza con suspender su Número de Seguridad Social por una factura de impuestos que no fue pagada, deben colgar".</p> <p>4. "Esta es la oficina de ejecución fiscal y vamos a embargar sus bienes". Tenga en cuenta que no existe dicha oficina con ese nombre. Las víctimas suelen recibir una carta de esta oficina fraudulenta en la que se afirma que tienen un gravamen o exacción fiscal y que es mejor que paguen a la " oficina de ejecución fiscal".</p> <p>5. "Usted debe el <i>tax</i> federal de estudiantes". En este caso, tampoco existe un impuesto federal de estudiantes. Por último, tenemos una lista de alertas que le permiten saber si está siendo víctima de una estafa. Los estafadores comienzan contactándolo por medio de una llamada. El IRS, por el contrario, se pone en contacto con los contribuyentes primero por correo postal, es decir que no inician el contacto mediante una llamada telefónica al azar. Los estafadores podrán dejarle un mensaje de voz pregrabado. El IRS no deja mensajes de voz pregrabados, ni urgentes, ni amenazantes. Los estafadores le enviarán correos electrónicos. El IRS no se contacta inicialmente con los contribuyentes por correo electrónico para</p>	
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reporting them to the Treasury Inspector General for Tax Administration (TIGTA) online or calling TIGTA at 1-800-366-4484.	solicitar información personal o financiera. Los estafadores le enviarán mensajes de texto. El IRS no se contacta inicialmente con los contribuyentes por mensaje de textos para solicitar información personal o financiera. Los estafadores pueden contactarse por medio de redes sociales. El IRS no se contacta con los contribuyentes por medio de redes sociales para solicitar información personal o financiera. Los estafadores le preguntaran a través del teléfono datos de su tarjeta crédito o débito. El IRS no realiza este tipo de llamadas. Si tiene más preguntas o quiere leer más sobre posibles estafas, puede visitar https://www.irs.gov/newsroom/tax-scams-consumer-alerts . También puede denunciar posibles estafas al Inspector General del Tesoro para la Administración Fiscal (TIGTA) en línea o llamando al 1-800-366-4484.	
See More Articles	Ver más artículos	Literal translation
American Financial Network, Inc. 10 Pointe Drive Brea CA 92821 CORP NMLS# 237341; Equal Opportunity Employer; California BRE License # 01317581; Equal Opportunity Lender	American Financial Network, Inc. 10 Pointe Drive Brea CA 92821 CORP NMLS# 237341; Empresa con igualdad de oportunidades; California BRE Licencia# 01317581; Entidad crediticia con igualdad de oportunidades.	Borrowing Borrowing/ generalization
Popular links	Enlaces rápidos	Generalization/ established equivalent
Apply Now	Envíenos su solicitud	Linguistic amplification/ reduction
Loan Center	Centro de préstamos	Literal translation
Get a Quote	Obtenga una cotización	Literal translation
Make a Payment	Realice un pago	Literal translation
Help	Ayuda	Established equivalent

Borrower Login	Inicio de sesión del <i>borrower</i>	Borrowing/ established equivalent
Licenses	Licencias	Established equivalent
NMLS Consumer Access	Acceso al consumidor NMLS	Borrowing/ literal translation
AFN Employee Login	Inicio de sesión de empleados	Establish equivalent/ reduction
Copyright© 2021 American Financial Network, Inc. All rights reserved.	Copyright© 2021 American Financial Network, Inc. Todos los derechos reservados.	Borrowing/ literal translation
A pre-approval does not constitute a loan commitment or guarantee of a loan. Pre-approval is subject to a satisfactory appraisal, satisfactory title search, and no meaningful change to borrower's financial condition	La preaprobación de un préstamo no supone un compromiso ni una garantía de este. La preaprobación está sujeta a un <i>appraisal</i> y una inspección del título satisfactoria, y a que no haya cambios significativos en la situación financiera del <i>borrower</i> .	Compensation/ literal translation/ borrowing
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<p>This is not an offer for extension of credit or commitment to lend. All loans must satisfy company underwriting guidelines. Not all applicants qualify. Information and pricing are subject to change at any time and without notice.</p>	<p>Esto no es una oferta de ampliación de crédito ni un compromiso de préstamo. Todos los préstamos deben satisfacer los lineamientos de la empresa. Es posible que no todos los solicitantes de préstamos cumplan con los requisitos. La información y los precios están sujetos a cambios en cualquier momento y sin previo aviso.</p>	<p>Literal translation/ reduction/ linguistic amplification</p>
<p>The content in this advertisement is for informational purposes only. Products not available in all areas. As prohibited by federal law, we do not engage in business practices that discriminate on the basis of race, color, religion, national origin, sex, marital status, age (provided you have the capacity to enter into a binding contract), because all or part of your income may be derived from any public assistance program, or because you have, in good faith, exercised any right under the Consumer Credit Protection Act.</p>	<p>El contenido de este anuncio se muestra sólo para fines informativos. Algunos préstamos no están disponibles en todas las zonas. Así como lo prohíbe la ley federal, la compañía no lleva a cabo prácticas comerciales que discriminen por motivos de raza, color, religión, nacionalidad, sexo, estado civil o edad (siempre y cuando tenga capacidad para celebrar un contrato vinculante). Tampoco porque la totalidad o parte de sus ingresos procedan de algún programa de asistencia pública, o porque usted haya ejercido, de buena fe, algún derecho en virtud de la Ley de Protección del Crédito al Consumidor.</p>	<p>Linguistic amplification/ generalization/ literal translation</p>
<p>The federal agency that administers our compliance with these federal laws is the Federal Trade Commission, Equal Credit Opportunity, Washington, DC, 20580. American Financial Network, Inc. is an Equal Housing Lender.</p>	<p>La agencia federal que administra nuestro cumplimiento de estas leyes federales es la Comisión Federal de Comercio, Igualdad de oportunidades de crédito, Washington, DC, 20580. American Financial Network, Inc. es un</p>	<p>Literal translation/ established equivalent/ borrowing/ description</p>

	<i>lender</i> hipotecario que ofrece igualdad de oportunidades.	
Terms of Use Privacy Policy	Condiciones de uso Política de privacidad	Established equivalent
<u>LOCATIONS</u>	<u>SURCURSALES</u>	Generalization
Search by City. Zip Code	Buscar por ciudad. Código postal	Literal translation
<u>TESTIMONIALS</u>	<u>TESTIMONIOS</u>	Established equivalent
AFN Customer Testimonials	Testimonios de nuestros clientes	Literal translation/reduction
AFN Overall Rating	Calificación general de AFN	Literal translation
5.0/5.0	5.0/5.0	---
Total 1,000 reviews	1.000 reseñas en total	Compensation/established equivalent
Rating	Calificación	Established equivalent
Order	Orden	Established equivalent
Ascending	Ascendente	Established equivalent
Descending	Descendente	Established equivalent
Sort by	Ordenar por	Generalization
Date	Fecha	Established equivalent
Apr 04, 2022	04 de abril de 2022	Adaptation
Reviewed by Robert Williamson for Adam Herendeen	Reseña de Robert Williamson sobre Adam Herendeen	Modulation
Adam and his team were helpful through the entire process. They were polite and helpful and answered every question we had, and we had a lot. They were never once hesitant to help and made us feel like we weren't a burden with the massive amount of information and processes that come with a home purchase. This was my first home purchase and Adam was available at all times to assist us and kept us updated every step of the way. I will and already have recommended him to friends.	Adam y su equipo nos ayudaron durante todo el proceso. Fueron amables y serviciales. Respondieron a todas nuestras preguntas, que eran muchas. Nunca dudaron en ayudar y nunca nos hicieron sentir como si fuéramos una carga, teniendo en cuenta la enorme cantidad de información y procesos que conlleva la compra de una casa. Esta era la primera vez que compraba una casa y Adam estuvo disponible en todo momento para ayudarnos. Nos mantuvo actualizados en cada paso del proceso. Ya lo he recomendado a amigos y lo seguiré haciendo.	Transposition/literal translation/linguistic amplification

Reviewed by Stacey Juan for Pay Camyon	Reseña de Stacey Juan sobre Pay Camyon	Modulation
Pay was an excellent refinance. She was very knowledgeable, through she kept me in the loop at all times if there was an error made she fixed it instantly! She was there for me day and night! My encounter with Pay was incredible! I will definitely recommend her to anyone of my friends or family! She just made the process very easy and if I didn't know what something meant she made sure she contacted whomever handled that part of the refinance!	Pay fue una excelente acompañante a la hora de refinanciar nuestra casa. Estaba muy bien informada. Gracias a ella siempre estuve al tanto de todo. ¡Si había un error, ella lo arreglaba al instante! Estaba disponible día y noche. Mi encuentro con Pay fue increíble. ¡Definitivamente la recomendaré a cualquiera de mis amigos o familiares! Hizo que el proceso fuera muy fácil y, si no sabía algo, se aseguraba de ponerse en contacto con la persona encargada de esa parte de la refinanciación.	Linguistic amplification/ modulation/ literal translation/ reduction
Reviewed by Laura Allison for Joe Savino	Reseña de Laura Allison sobre Joe Savino	Modulation
Joe was responsive, kind, and knowledgeable. He always gave me what felt like honest and appropriate advice. Answered every question I had along the way and allowed me to learn through the process.	Joe fue atento y amable, además estaba bien informado. Siempre sentí que me dio consejos honestos y apropiados. Respondió a todas las preguntas que tuve en el proceso y me permitió aprender durante el mismo.	Literal translation/ description/ reduction
Reviewed by Cara J. Young for Christopher Hill	Reseña de Cara J. Young sobre Christopher Hill	Modulation
Communication was great!!	¡La comunicación fue genial!	Literal translation
Apr 03, 2022	03 de abril de 2022	Adaptation
Reviewed by Bakhtiyar Huseynov for Samuel Ary	Reseña de Bakhtiyar Huseynov sobre Samuel Ary	Modulation
Long story short he knows what he is doing and he knows his job inside out.	En pocas palabras, él sabe lo que hace y conoce su trabajo a la perfección.	Adaptation/ literal translation/ transposition
Reviewed by Sam Thomas Scheidt for Joseph Stefani	Reseña de Sam Thomas Scheidt sobre Joseph Stefani	Modulation
The professionalism, communication, efficient, and friendliness set Joe and his team apart from others.	El profesionalismo, la comunicación, la eficiencia y la amabilidad distinguen a Joe y a su equipo de los demás.	Literal translation/ generalization
Reviewed by Sakuntala Dhungana Sharma for Saroj Karki	Reseña de Sakuntala Dhungana Sharma sobre Saroj Karki	Modulation
Thank you! Saroj karki brother for your assistance throughout the loan	¡Gracias Saroj Karki por su asistencia durante todo el proceso	Literal translation/ reduction/

process. I will certainly recommend your services to anyone I know who needs a mortgage." "You make everything so easy, We will always come and see you for our mortgage needs."	de préstamo! Sin duda recomendaré sus servicios a cualquier persona que necesite un préstamo hipotecario. Hace que todo sea muy fácil. Siempre lo buscaremos para nuestras necesidades hipotecarias.	linguistic amplification
Reviewed by Carlos Manuel Suarez Romero for Jerad Lafond	Reseña de Carlos Manuel Suárez Romero sobre Jerad Lafond	Modulation
Overall the excellent comunicacion and the honesty in the numbers and information.	En general, la comunicación fue excelente y fue muy honesto en cuanto a los montos y la información.	Linguistic amplification/ literal translation
Reviewed by Sheila Taylor Reed for Brandon Findley	Reseña de Sheila Taylor Reed sobre Brandon Findley	Modulation
Brandon explained everything to my understanding and always got back to me in a timely manner.	Brandon me explicó todo de manera sencilla para que lo entendiera y siempre me respondió de manera oportuna.	Linguistic amplification/ Literal translation
Reviewed by Alan Alphonzo Woolard for Marla Loggins	Reseña de Alan Alphonzo Woolard sobre Marla Loggins	Modulation
Every step was thorough, very directive and I was never left wondering what I needed to do. Very smooth process!	Cada paso fue detallado, muy instructivo y nunca me quedé sin saber qué tenía que hacer. ¡Un proceso muy ágil!	Generalization/ literal translation/ modulation
<u>RESOURCES</u>	<u>RECURSOS</u>	Established equivalent
Calculators	Calculadoras	Established equivalent
Mortgage Calculators	Calculadoras hipotecarias	Literal translation
Purchase Calculator	Calculadora de compra	Literal translation
Home Price	Costo de la casa	Literal translation
Down Payment	Cuota inicial	Established equivalent
Interest Rate	Tasa de interés	Established equivalent
Term	Plazo	Established equivalent
Years	Años	Established equivalent
Calculate	Calcular	Established equivalent
Monthly Payment	Pago mensual	Literal translation
Mortgage Structure	Estructura de la hipoteca	Literal translation
Total Loan Amount	Monto total del préstamo	Literal translation

Total interest	Interés total	Literal translation
Refinance Calculator	Calculadora de refinanciación	Literal translation
Current Loan Balance	Saldo actual del préstamo	Literal translation
Current Monthly Payment	Pago mensual actual	Literal translation
Current Interest Rate	Tasa de interés actual	Literal translation
New Interest Rate	Nueva tasa de interés	Literal translation
New Loan Term	Nuevo plazo del préstamo	Literal translation
New Monthly Payment	Nuevo pago mensual	Literal translation
New Mortgage Structure	Nueva estructura de la hipoteca	Literal translation
Any Question?	¿Preguntas?	Reduction
Send Us a Message	Envíenos un mensaje	Literal translation
Loan Programs	Tipos de préstamos	Reduction/ linguistic amplification
AFH Loan Programs	Préstamos de AFN	Generalization
Learn More	Conozca más	Generalization
Conventional	Convencional	Established equivalent
Industry standard loan programs with purchase and refinance options for most borrowers. These programs follow lending rules set by Fannie Mae and Freddie Mac and have the reputation for being the most affordable and quickest to close in the mortgage industry.	Son tipos de préstamos estándar de la industria bancaria con opciones de compra y refinanciación para la mayoría de los <i>borrowers</i> . Estos préstamos se rigen bajo las normas establecidas por Fannie Mae y Freddie Mac, y tienen la reputación de ser los más asequibles y de cierre más rápido en la industria hipotecaria.	Compensation/ literal translation/ borrowing/ generalization/
FHA	FHA	Borrowing
Insured by the Federal Housing Administration, these loans are a great option for homebuyers looking to put the minimum amount down as possible, homeowners looking for simple refinance options, and for borrowers with less than perfect credit.	Estos préstamos están asegurados por la Administración Federal de Vivienda (FHA) y son una gran opción para los compradores de viviendas que buscan una cuota inicial tan baja como sea posible, para los propietarios que buscan opciones de refinanciación sencillas y para los <i>borrowers</i> que no tienen un crédito perfecto.	Compensation/ linguistic amplification/ literal translation
VA	VA	Borrowing
Just for veterans and surviving spouses! Finance up to 100% of your new home's value with no money down, and no private mortgage insurance; or refinance	¡Sólo para veteranos y cónyuges sobrevivientes! Financie hasta el 100% del valor de su nueva vivienda sin cuota inicial y sin seguro hipotecario privado o refinance su vivienda de forma	Literal translation/ linguistic amplification/ generalization

your home quickly and easily with minimal paperwork.	rápida y sencilla con un menor número de trámites.	
USDA	USDA	Borrowing
Purchase or refinance property located in a rural area (as designated by the U.S. Department of Agriculture). These loans are available to most borrowers and will lend up to 100% of a property's value.	Compre o refinancie una propiedad situada en una zona rural (designada como tal por el Departamento de Agricultura de Estados Unidos). Estos préstamos están disponibles para la mayoría de los <i>borrowers</i> y podrán cubrir hasta el 100% del valor de la propiedad.	Literal translation/ borrowing
Renovation	Renovación	Established equivalent
Programs that won't just finance your home, but also include the cost of improvements you want to make. Renovation loans actually allow you to build equity in your home through the transaction!	Estos son préstamos que no solo financian su vivienda, sino que incluyen, además, el coste de las mejoras que desee realizarle. Adicionalmente, los préstamos para renovar vivienda le permiten invertir el patrimonio en su hogar por medio de la transacción.	Literal translation/ generalization/ description
Jumbo	Jumbo	Borrowing
If you're looking for a BIG loan amount, we can handle it. Jumbo loans are available for loan amounts in the \$500,000-\$2,000,000 range, and sometimes higher.	Si busca un préstamo con una cantidad ALTA, podemos encargarnos de eso. Los préstamos Jumbo están disponibles para un monto en el rango de los 500.000 a los 2.000.000 de dólares y hasta más.	Literal translation/ borrowing/ linguistic amplification/ reduction
Specialty Products	Productos especiales	Literal translation
Are you Self-Employed and need to qualify with your bank statements, instead of your tax returns? Do you need a loan on an Investment property and don't want to provide income documentation? Do you have a special circumstance that other lenders can't accommodate? Odds are that we have a specialty product that can help you out.	¿Es usted un trabajador independiente y necesita calificar con sus extractos bancarios en lugar de sus <i>tax returns</i> ? ¿Necesita un préstamo para una propiedad de inversión y no quiere presentar documentos de sus ingresos? ¿Tiene una circunstancia especial que otros <i>lenders</i> no pueden atender? Lo más probable es que tengamos un producto especial que pueda ayudarle.	Literal translation/ established equivalent/ borrowing/ linguistic amplification
Down Payment Assistance Program	Programa de asistencia para la cuota inicial	Description

Do you have the income to afford monthly mortgage payments, but are struggling to come up with the cash needed for a down payment and closing costs? You may be able to take advantage of low interest rates, become a homeowner, and lock in your housing payment for the next 30 years. AFN offers several Down Payment Assistance programs to help homebuyers with the costs of buying a home.	¿Tiene los ingresos necesarios para pagar las cuotas mensuales de la hipoteca, pero le cuesta reunir el dinero necesario para la cuota inicial y los gastos de cierre? Usted puede aprovechar las tasas de interés bajas, convertirse en propietario de una vivienda y asegurar el pago de la misma durante los próximos 30 años. AFN ofrece varios programas de asistencia para la cuota inicial los cuales ayudan a los compradores con los costes iniciales de la compra de una vivienda.	Literal translation/ generalization/ reduction/ description/ borrowing
For more AFN products, contact us today!	Para obtener más información sobre los productos de AFN, póngase en contacto con nosotros hoy mismo.	Linguistic amplification/ borrowing

The glossary of the web page is attached above. Since the alphabetical order of the terms was altered due to translation, only the Spanish terms will be organized alphabetically.

Glossary	Glosario	
Key Words You Need to Know About Mortgage	Palabras clave que debe conocer sobre las hipotecas	Literal translation
Search	Buscar	Established equivalent
--	A	--
ASSET	ACTIVO	Established equivalent
Anything owned of monetary value including real property, personal property, and enforceable claims against others (including bank accounts, stocks, mutual funds, etc.)	Es cualquier propiedad con valor monetario, lo cual incluye bienes raíces, bienes personales y derechos de propiedad que puedan reivindicarse contra terceros (incluidas cuentas bancarias, títulos y valores, fondos de inversión, etc.)	Linguistic amplification/ description/ transposition
LIQUID ASSET	ACTIVO LIQUIDO	Established equivalent
A cash asset or an asset that is easily converted into cash.	Es un activo monetario o un activo que se convierte	Linguistic amplification/

	fácilmente en dinero en efectivo.	transposition/ established equivalent
NON-LIQUID ASSET	ACTIVO NO LÍQUIDO	Established equivalent
An asset that cannot easily be converted into cash.	Es un activo que no puede convertirse fácilmente en dinero en efectivo.	Linguistic amplification/ transposition/ established equivalent
SERVICER	ADMINISTRADOR	Generalization
An organization that collects principal and interest payments from borrowers and manages borrowers' escrow accounts. The servicer often services mortgages that have been purchased by an investor in the secondary mortgage market.	Es una organización que recauda los pagos del capital y los intereses de los <i>borrowers</i> y gestiona sus cuentas <i>escrow</i> . El administrador suele encargarse de las hipotecas adquiridas por inversores en el mercado hipotecario secundario.	Linguistic amplification/ established equivalent/ borrowing/ literal translation/ transposition
CONSUMER REPORTING AGENCY (OR BUREAU)	AGENCIA (O BURÓ) DE INFORMES SOBRE LOS CONSUMIDORES	Description
An organization that handles the preparation of reports used by lenders to determine a potential borrower's credit history. The agency gets data for these reports from a credit repository and from other sources.	Es una organización que se encarga de preparar los reportes que utilizan los <i>lenders</i> para determinar el historial crediticio de un posible <i>borrower</i> . La agencia obtiene los datos para estos reportes de un repositorio de crédito y de otras fuentes.	Linguistic amplification/ generalization/ borrowing/ literal translation
REAL ESTATE AGENT	AGENTE DE BIENES RAÍCES	Established equivalent
A person licensed to negotiate and transact the sale of real estate on behalf of the property owner.	Es una persona con licencia para negociar y tramitar la venta de un bien inmueble en nombre del propietario.	Linguistic amplification/ literal translation/ established equivalent
AMORTIZATION	AMORTIZACIÓN	Established equivalent
The gradual repayment of a mortgage loan, both principal and interest, by installments. (see also AMORTIZATION TERM)	Es el pago gradual de un préstamo hipotecario, tanto del capital como de los intereses, mediante cuotas. (véase también PLAZO DE AMORTIZACIÓN)	Linguistic amplification/ literal translation/ established equivalent
NEGATIVE AMORTIZATION	AMORTIZACIÓN NEGATIVA	Established equivalent
Amortization means that monthly payments are large enough to pay	La amortización significa que los pagos mensuales son lo	Linguistic amplification/ literal

<p>the interest and reduce the principal on your mortgage. Negative amortization occurs when the monthly payments do not cover all of the interest cost. The interest cost that isn't covered is added to the unpaid principal balance. This means that even after making many payments, you could owe more than you did at the beginning of the loan. Negative amortization can occur when an adjustable-rate mortgage (ARM) has a payment cap that results in monthly payments not high enough to cover the interest due.</p>	<p>suficientemente grandes como para pagar los intereses y reducir el capital de su hipoteca. La amortización negativa se produce cuando los pagos mensuales no cubren todo el coste de los intereses. El coste de los intereses que no se cubren se añade al saldo del capital que aún no se ha pagado. Esto significa que, incluso después de realizar muchos pagos, podría deber más de lo que debía al principio del préstamo. La amortización negativa puede producirse cuando una hipoteca con tasa de interés ajustable (ARM) tiene un tope de pago que hace que los pagos mensuales no sean lo suficientemente altos como para cubrir los intereses adeudados.</p>	<p>translation/ generalization/ transposition/ borrowing</p>
<p>AFFORDABILITY ANALYSIS</p>	<p>ANÁLISIS DE ASEQUIBILIDAD</p>	<p>Literal translation</p>
<p>An analysis of a buyer's ability to afford the purchase of a home. The analysis reviews income, liabilities, and available funds, and considers the type of mortgage you plan to use, the location of the home, and the likely closing costs.</p>	<p>Es el análisis de la capacidad que tiene el comprador para asumir la compra de una vivienda. El análisis revisa los ingresos, los pasivos y los fondos disponibles, y tiene en cuenta el tipo de hipoteca que piensa adquirir, la ubicación de la vivienda y los probables costos de cierre.</p>	<p>Linguistic amplification/ literal translation/ established equivalent</p>
<p>THIRD-PARTY ORIGINATION</p>	<p>APERTURA DE PRÉSTAMOS POR TERCEROS</p>	<p>Description</p>
<p>When a lender uses another party to completely or partially originate, process, underwrite, close, fund, or package the mortgages it plans to deliver to the secondary mortgage market.</p>	<p>Es cuando un <i>lender</i> utiliza a un tercero para originar, procesar, suscribir, cerrar, financiar o preparar, ya sea total o parcialmente, las hipotecas que planea entregar</p>	<p>Linguistic amplification/ compensation/ borrowing/ generalization/ established equivalent</p>

	al mercado hipotecario secundario.	
APPRAISAL	APPRAISAL	Borrowing
A written analysis prepared by a qualified appraiser and estimating the value of a property. (see also APPRAISED VALUE)	Es un análisis escrito preparado por un <i>appraiser</i> cualificado y que estima el valor de una propiedad. (véase también VALOR ESTIMADO)	Linguistic amplification/ literal translation/ borrowing
PRE-APPROVAL	APROBACIÓN PREVIA	Literal translation
The process of determining how much money a homebuyer is eligible to borrow before the loan application is processed and underwritten.	Es el proceso de determinar cuánto dinero puede pedir prestado un comprador de vivienda antes de que se procese y se suscriba la solicitud de préstamo.	Linguistic amplification/ literal translation/ compensation/ description
FULLY AMORTIZED ARM	ARM CON AMORTIZACIÓN TOTAL	Transposition
An adjustable-rate mortgage (ARM) with a monthly payment that is sufficient to amortize the remaining balance, at the interest accrual rate, over the amortization term.	Es una hipoteca con tasa de interés ajustable (ARM) que tiene un pago mensual suficiente para amortizar el saldo restante, teniendo en cuenta la tasa de acumulación del interés, durante el plazo de amortización.	Linguistic amplification/ description/ literal translation/ borrowing
HYBRID ARM	ARM HÍBRIDA	Literal translation
A combination fixed rate and adjustable rate loan has a fixed rate for a certain period of time and then converts into an adjustable-rate mortgage (ARM).	Es una combinación entre un préstamo con una tasa de interés fija y uno con tasa de interés ajustable. El préstamo tiene una tasa fija durante un cierto período de tiempo y luego se convierte en una hipoteca con tasa de interés ajustable (ARM).	Linguistic amplification/ description/ borrowing
ASSIGNMENT	ASIGNACIÓN	Established equivalent
The transfer of a mortgage from one person to another.	Es la transferencia de una hipoteca de una persona a otra.	Linguistic amplification/ literal translation
ASSUMABILITY	CAPACIDAD PARA ASUMIR	Description
An assumable mortgage can be transferred from the seller to a new buyer. Generally, this requires a credit review of the new borrower	Una hipoteca asumible puede ser transferida por el vendedor a un nuevo comprador. Por lo general, esto requiere una	Established equivalent/ literal translation/ borrowing/ established equivalent

and the lender may charge a fee for the assumption. If a mortgage contains a due-on-sale clause, it may not be assumed by a new buyer.	evaluación crediticia del nuevo <i>borrower</i> y el <i>lender</i> puede cobrar un <i>fee</i> por la asunción de deuda. Si una hipoteca contiene una cláusula de vencimiento sobre la venta, no puede ser asumida por un nuevo comprador.	
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BALANCE SHEET	BALANCE GENERAL	Established equivalent
A financial statement that shows assets, liabilities, and net worth as of a specific date.	Es un estado financiero que muestra los activos, los pasivos y el patrimonio neto a partir de una fecha determinada.	Literal translation/ established equivalent/ generalization
MORTGAGE BANKER	BANQUERO HIPOTECARIO	Literal translation
A lender that originates, closes, services, and or sells mortgage loans on the secondary market.	Es un <i>lender</i> que origina, examina, cierra, y vende préstamos hipotecarios en el mercado secundario.	Linguistic amplification/ literal translation/ borrowing
ADJUSTED BASIS	BASE AJUSTADA	Established equivalent
The cost of a property plus the value of any capital expenditures for improvements to the property minus any depreciation taken.	Es el costo de una propiedad más el valor de cualquier gasto del capital para las mejoras de la propiedad menos cualquier depreciación.	Linguistic amplification/ literal translation
BROKER	BROKER	Borrowing
An individual or company that brings borrowers and lenders together for the purpose of loan origination.	Es una persona o empresa que pone en contacto a <i>borrowers</i> y <i>lenders</i> con el fin de generar un préstamo.	Linguistic amplification/ literal translation modulation/ borrowing
MORTGAGE BROKER	BROKER HIPOTECARIO	Established equivalent/ borrowing
An individual or company that brings borrowers and lenders together for the purpose of loan origination.	Es una persona o empresa que pone en contacto a <i>borrowers</i> y <i>lenders</i> con el fin de generar un préstamo.	Linguistic amplification/ literal translation modulation/ borrowing
BUYDOWN	BUYDOWN	Borrowing
When the seller, builder or buyer pays an amount of money up front to the lender to reduce monthly payments during the first few years of a mortgage. Buydowns can occur in both fixed and adjustable rate mortgages.	Es cuando el vendedor, constructor o comprador paga una cantidad de dinero por adelantado al <i>lender</i> para reducir los pagos mensuales durante los primeros años de una hipoteca. Los <i>buydowns</i> pueden producirse tanto en las	Linguistic amplification/ literal translation/ borrowing/ generalization

	hipotecas con tasa fija como en las de tasa ajustable.	
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CHANGE FREQUENCY	CAMBIO DE LA FRECUENCIA	Literal translation
The frequency (in months) of payment and/or interest rate changes in an adjustable-rate mortgage (ARM).	La frecuencia (en meses) del pago y de la tasa de interés cambia en una hipoteca con tasa de interés ajustable (ARM).	Literal translation/ description/ borrowing
PRINCIPAL	CAPITAL	Established equivalent
The amount borrowed or remaining unpaid. The part of the monthly payment that reduces the remaining balance of a mortgage. (see also PRINCIPAL BALANCE)	Es el monto prestado o pendiente de pago. La parte del pago mensual que reduce el saldo restante de una hipoteca. (véase también SALDO PRINCIPAL)	Linguistic amplification/ literal translation/ established equivalent
PRINCIPAL, INTEREST, TAXES, AND INSURANCE (PITI)	CAPITAL, INTERÉS, TAXES Y SEGURO (PITI)	Established equivalent/ borrowing
The four components of a monthly mortgage payment. Principal refers to the part of the monthly payment that reduces the remaining balance of the mortgage. Interest is the fee charged for borrowing money. Taxes and insurance refer to the monthly cost of property taxes and homeowners insurance, whether these amounts that are paid into an escrow account each month or not.	Son los cuatro componentes de un pago hipotecario mensual. El capital hace referencia al pago mensual que reduce el saldo restante de la hipoteca. El interés es el <i>fee</i> que se cobra por pedir dinero prestado. “ <i>taxes</i> y seguro” hacen referencia al coste mensual de los <i>taxes</i> de la propiedad y el seguro de la vivienda, ya sea que estos montos se paguen o no en una cuenta <i>escrow</i> cada mes.	Linguistic amplification/ literal translation/ borrowing/ compensation
CERTIFICATE OF ELIGIBILITY	CERTIFICADO DE ELEGIBILIDAD	Literal translation
A document issued by the federal government certifying a veteran’s eligibility for a U.S. Department of Veterans Affairs (VA) guaranteed mortgage.	Es un documento emitido por el gobierno federal que certifica la elegibilidad de un veterano para una hipoteca garantizada por el Departamento de Asuntos de los Veteranos (VA) de los Estados Unidos.	Linguistic amplification/ literal translation/ established equivalent/ borrowing
CERTIFICATE OF REASONABLE VALUE (CRV)	CERTIFICADO DE VALOR RAZONABLE (CRV)	Literal translation/ borrowing

A document issued by the U.S. Department of Veterans Affairs (VA) that establishes the maximum value and loan amount for a VA mortgage.	Es un documento emitido por el Departamento de Asuntos de los Veteranos (VA) de los Estados Unidos que establece el valor máximo y el monto del préstamo para una hipoteca VA.	Linguistic amplification/ established equivalent/ borrowing/ literal translation
CLOSING	CIERRE	Established equivalent
A meeting held to finalize the sale of a property. The buyer signs the mortgage documents and pays closing costs. Also called "settlement."	Es una reunión realizada para finalizar la venta de una propiedad. El comprador firma los documentos de la hipoteca y paga los gastos de cierre. También llamado "acuerdo".	Linguistic amplification/ literal translation/ established equivalent
ACCELERATION CLAUSE	CLÁUSULA DE ACELERACIÓN	Literal translation
Provision in a mortgage that allows the lender to demand payment of the entire principal balance if a monthly payment is missed or some other default occurs.	Es una cláusula en una hipoteca que permite al <i>lender</i> exigir el pago de la totalidad del capital si no se paga una mensualidad o se produce algún otro incumplimiento.	Linguistic amplification/ literal translation/ borrowing/ modulation
CONVERSION CLAUSE	CLÁUSULA DE CONVERSIÓN	Literal translation
A provision in an adjustable-rate mortgage (ARM) allowing the loan to be converted to a fixed-rate at some point during the term. Usually conversion is allowed at the end of the first adjustment period. The conversion feature may cost extra	Es una cláusula en una hipoteca con tasa de interés ajustable (ARM) que permite que el préstamo se convierta a uno de tasa de interés fija en algún momento durante el plazo. Por lo general, la conversión se permite al final del primer periodo de ajuste. La función de conversión puede tener un coste adicional.	Linguistic amplification/ description/ borrowing/ literal translation
LATE CHARGE	COBRO POR ATRASO	Description
The penalty a borrower must pay when a payment is made a stated number of days (usually 15) after the due date.	Es la sanción que debe pagar un <i>borrower</i> cuando realiza un pago después de la fecha de vencimiento en un número determinado de días (normalmente 15).	Linguistic amplification/ generalization/ borrowing/ compensation
RATE LOCK	CONGELAMIENTO DEL INTERÉS	Description
A commitment issued by a lender to a borrower or other mortgage	Es un compromiso emitido por un <i>lender</i> a un <i>borrower</i> u otro	Linguistic amplification/

originator guaranteeing a specified interest rate and lender costs for a specified period of time.	originador de hipotecas, el cual garantiza un tipo de interés y unos costes del <i>lender</i> específicos durante un período de tiempo determinado.	borrowing/ literal translation/ generalization
INSTALLMENT	CUOTA	Established equivalent
The regular periodic payment that a borrower agrees to make to a lender.	Es el pago periódico habitual que un <i>borrower</i> se compromete a hacer a un <i>lender</i> .	Linguistic amplification/ generalization/ borrowing
FIXED INSTALLMENT	CUOTA FIJA	Established equivalent
The monthly payment due on a fixed-rate mortgage (FRM) loan, including payment of both principal and interest; while the amount that is applied to principal will change (increase) over time while the amount applied to interest decreases, the installment (payment) amount will remain the same.	Es el pago mensual del préstamo de una hipoteca con tasa de interés fija (FRM), que además incluye el pago del capital y de los intereses. A pesar de que el monto aplicado al capital aumenta con el tiempo, mientras el monto aplicado a los intereses disminuye, el valor de la cuota (pago) seguirá siendo el mismo.	Linguistic amplification/ description/ borrowing/ literal translation/ reduction
MONTHLY FIXED INSTALLMENT	CUOTA FIJA MENSUAL	Established equivalent
That portion of the total monthly payment that is applied toward principal and interest. When a mortgage negatively amortizes, the monthly fixed installment does not include any amount for principal reduction and doesn't cover all of the interest. The loan balance therefore increases instead of decreasing.	Es una parte del pago total mensual que se aplica al capital y a los intereses. Cuando una hipoteca se amortiza negativamente, la cuota fija mensual no incluye ningún monto para la reducción del capital y no cubre todos los intereses. En consecuencia, el saldo del préstamo aumenta en lugar de disminuir.	Linguistic amplification/ literal translation/ transposition
DOWN PAYMENT	CUOTA INICIAL	Established equivalent
Part of the purchase price of a property that is paid in cash and not financed with a mortgage.	Es una parte del precio de la compra de una propiedad que se paga en efectivo y no se financia con una hipoteca.	Linguistic amplification/ literal translation/ transposition
STANDARD PAYMENT CALCULATION	CÁLCULO DE PAGO ESTÁNDAR	Literal translation

The method used to determine the monthly payment required to repay the remaining balance of a mortgage in substantially equal installments over the remaining term of the mortgage at the current interest rate.	Es el método utilizado para determinar el pago mensual necesario para abonar al saldo restante de una hipoteca en cuotas sustancialmente iguales, durante el plazo restante de la misma y con la tasa de interés actual.	Linguistic amplification/ literal translation/
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HUD-1 STATEMENT	DECLARACIÓN HUD-1	Established equivalent/ borrowing
For some mortgage loans, a document that provides an itemized listing of the funds that are disbursed at closing. Items that appear on the statement include real estate commissions, loan fees, points, and initial escrow amounts. Each item on the statement is represented by a separate number within a standardized numbering system. The totals at the bottom of the HUD-1 statement define the seller's net proceeds and the buyer's net payment at closing.	Para algunos préstamos hipotecarios, es un documento que proporciona una lista detallada de los fondos que se desembolsan en el cierre. Entre los elementos que aparecen en la declaración se encuentran las comisiones inmobiliarias, los <i>fees</i> del préstamo, los puntos y los montos iniciales del <i>escrow</i> . Cada elemento de la declaración está representado por un número independiente dentro de un sistema de numeración normalizado. Los totales que figuran en la parte inferior de la declaración HUD-1 definen las ganancias netas del vendedor y el pago neto del comprador en el cierre.	Literal translation/ linguistic amplification/ borrowing
DEPOSIT	DEPÓSITO	Established equivalent
This is a sum of money given to bind the sale of real estate, also known as earnest money deposit; may also be a sum of money given to ensure payment or an advance of funds in the processing of a loan.	Se trata de una suma de dinero que se da para comprometer la venta de un inmueble. También es conocido como depósito de buena fe e incluso puede ser una suma de dinero que se da para asegurar el pago o un adelanto de fondos en la tramitación de un préstamo.	Linguistic amplification/ transposition/ literal translation
DISCOUNT	DESCUENTO	Established equivalent
In an adjustable-rate mortgage (ARM) with an initial rate discount, the lender gives up a	En una hipoteca con tasa de interés ajustable (ARM) que tiene un descuento en la tasa	Linguistic amplification/

number of percentage points in interest to reduce the rate and lower the payments for part of the mortgage term (usually for one year or less). After the discount period, the ARM rate usually increases according to its index rate.	inicial, el <i>lender</i> ofrece un número de puntos porcentuales en el interés para reducir la tasa y disminuir los pagos de una parte del plazo de la hipoteca (generalmente durante un año o menos). Tras el periodo de descuento, la tasa del ARM suele aumentar en función de su índice.	description/ borrowing/ literal translation
ESCROW DISBURSEMENTS	DESEMBOLSO DEL ESCROW	Established equivalent/ borrowing
The use of escrow funds to pay real estate taxes, hazard insurance, mortgage insurance, and other property expenses as they become due. (see also ESCROW and ESCROW PAYMENT)	Es el uso de los fondos del <i>escrow</i> para pagar los <i>taxes</i> de la propiedad, el seguro contra riesgos, el seguro hipotecario y otros gastos de la propiedad a medida que vence el plazo para pagarlos. (véase también ESCROW y PAGO DE ESCROW)	Linguistic amplification/ borrowing/ literal translation/ modulation
MORTGAGOR	DEUDOR HIPOTECARIO	Established equivalent
The borrower in a mortgage agreement.	Es el <i>borrower</i> en un contrato hipotecario.	Linguistic amplification/ borrowing/ literal translation
--	E	--
DEED OF TRUST	ESCRITURA DE FIDEICOMISO	Established equivalent
The document used in some states instead of a Mortgage. Title is conveyed to a trustee.	Es un documento utilizado en algunos estados en lugar de una Hipoteca. La titulación se transmite a un fideicomisario.	Linguistic amplification/ literal translation/ generalization
ESCROW	<i>ESCROW</i>	Borrowing
An item of value, money, or documents deposited with a third party to be delivered upon the fulfillment of a condition. For example, the deposit of funds or documents into an escrow account to be disbursed upon the closing of a sale of real estate. (see also ESCROW DISBURSEMENTS and ESCROW PAYMENT)	Es una compañía terciaria donde se depositan objetos de valor, dinero o documentos para ser entregados tras el cumplimiento de una condición. Por ejemplo: el depósito de fondos o los documentos que se encuentren en una cuenta de <i>escrow</i> se desembolsarán una vez se dé el cierre de una venta de un inmueble. (véase también	Compensation/ linguistic amplification/ literal translation/ borrowing

	DESEMBOLSO DE FIDEICOMISO y PAGO DE ESCROW)	
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FANNIE MAE	FANNIE MAE	Borrowing
Federal National Mortgage Association (FNMA) is a government sponsored enterprise (GSE) that purchases mortgages from mortgage lending institutions and then sells mortgage-backed securities to investors.	La Asociación Federal Nacional Hipotecaria (FNMA), también conocida como Fannie Mae, es una empresa patrocinada por el gobierno (GSE) y se encarga de comprar hipotecas a las instituciones de crédito hipotecario para luego venderle a los inversores los títulos respaldados por hipotecas.	Established equivalent/ borrowing/ linguistic amplification/ literal translation/ description
ADJUSTMENT DATE	FECHA DE AJUSTE	Established equivalent
The date that the interest rate changes on an adjustable-rate mortgage (ARM).	Es la fecha en la que la tasa de interés cambia en una hipoteca con tasa de interés ajustable (ARM).	Linguistic amplification/ literal translation/ description/ borrowing
PAYMENT CHANGE DATE	FECHA DE CAMBIO DE PAGO	Literal translation
The date when a new monthly payment amount takes effect on an adjustable-rate mortgage (ARM) or a graduated-payment mortgage (GPM). Generally, the payment change date occurs in the month immediately after the adjustment date.	Es la fecha en la que entra en vigor un nuevo monto de pago mensual en una hipoteca con tasa de interés ajustable (ARM) o en una hipoteca con pago graduado (GPM). Por lo general, la fecha de cambio de pago se produce en el mes inmediatamente posterior a la fecha de ajuste.	Linguistic amplification/ transposition/ description/ borrowing/ literal translation/ generalization
ORIGINATION FEE	<i>FEE</i> DE APERTURA	Generalization/ borrowing
A fee paid to a lender for processing a loan application. The origination fee is stated in the form of points. One point is 1 percent of the mortgage amount.	En un <i>fee</i> que se paga a un <i>lender</i> por la tramitación de una solicitud de préstamo. El <i>fee</i> de apertura se establece en forma de puntos. Un punto es el 1% del monto de la hipoteca.	Linguistic amplification/ borrowing/ literal translation/ generalization
ASSUMPTION FEE	<i>FEE</i> DE LA ASUNCIÓN DE DEUDA	Borrowing/ description

The fee paid to a lender (usually by the purchaser of real property) when an assumption takes place. (see also, ASSUMABILITY)	Es el <i>fee</i> que se paga a un <i>lender</i> (normalmente por el comprador de un inmueble) cuando se produce una asunción de deuda. (véase también, CAPACIDAD PARA ASUMIR)	Linguistic amplification/ borrowing/ generalization/ literal translation
OWNER FINANCING	FINANCIAMIENTO POR EL DUEÑO	Description
A property purchase transaction in which the party selling the property provides all or part of the financing.	Es una transacción que se da en la compra de una propiedad. La persona que la vende aporta la totalidad o una parte de la financiación.	Linguistic amplification/ transposition/ reduction/ generalization
SELLER CARRY-BACK	FINANCIAMIENTO POR EL VENDEDOR	Description
An agreement in which the owner of a property provides financing, often in combination with an assumable mortgage. (see also OWNER FINANCING)	Es un acuerdo en el que el propietario de un inmueble proporciona financiación, a veces en combinación con una hipoteca asumible. (véase también FINANCIAMIENTO POR EL DUEÑO)	Linguistic amplification/ literal translation/ description
--	G	--
SECURITY	GARANTÍA	Generalization
The property that will be pledged as collateral for a loan.	Es la propiedad que se va a comprometer como respaldo de un préstamo.	Linguistic amplification/ literal translation
GUARANTEE MORTGAGE	GARANTÍA HIPOTECARIA	Literal translation
A mortgage that is guaranteed by a third party.	Es una hipoteca que está garantizada por un tercero.	Compensation/ literal translation
CLOSING COSTS	GASTOS DE CIERRE	Literal translation
These are expenses - over and above the price of the property- that are incurred by buyers and sellers when transferring ownership of a property. Closing costs normally include an origination fee, property taxes, charges for title insurance and escrow costs, appraisal fees, etc. Closing costs will vary depending on the state in which the property is located, the loan type, and the mortgage lender.	Se trata de los gastos -más allá del precio de la vivienda- en los que incurren los compradores y los vendedores al transferir el título de propiedad de un inmueble. Los gastos de cierre suelen incluir un <i>fee</i> de apertura, los <i>taxes</i> de la propiedad, los costos del seguro del título y del <i>escrow</i> , los <i>fees</i> del <i>appraisal</i> , etc. Los gastos de cierre variarán en función del estado en el que la propiedad está ubicada, el tipo	Linguistic amplification/ adaptation/ literal translation/ generalization/ borrowing

	de préstamo y el <i>lender</i> hipotecario.	
GINNIE MAE	GINNIE MAE	Borrowing
The Government National Mortgage Association (GNMA) is a wholly-owned government corporation that guarantees principal and interest payments on mortgage-backed securities (MBS) issued by program participants. The securities are collateralized by the cash flows from loans insured or guaranteed by the Federal Housing Administration (FHA), U.S. Department of Veterans Affairs (VA), Office of Public and Indian Housing (PIH), and the U.S. Department of Agriculture (USDA) Rural Development (RD). GNMA is the only MBS backed by the full faith and credit of the United States Government.	La Asociación Nacional Gubernamental Hipotecaria (GNMA), también conocida como Ginnie Mae, es una corporación completamente gubernamental que garantiza el pago del capital y los intereses en los valores respaldados por hipotecas (MBS) emitidos por los participantes del programa. Los valores están garantizados por los flujos de caja de los préstamos asegurados o garantizados por la Administración Federal de la Vivienda (FHA), El Departamento de Asuntos de los Veteranos (VA) de los Estados Unidos, La Oficina de Vivienda Pública e Indígena (PIH) y El Departamento de Agricultura de los Estados Unidos (USDA) Desarrollo Rural (RD). GNMA es el único MBS respaldado por el reconocimiento del Gobierno de los Estados Unidos.	Established equivalent/ borrowing/ linguistic amplification/ transposition/ literal translation/ description
--	H	--
MORTGAGE	HIPOTECA	Established equivalent
A legal instrument (document) in which real property serves as security for the repayment of a loan. In some states, a Deed of Trust is used rather than a Mortgage document.	Es un instrumento (documento) legal en el que un bien inmueble sirve como garantía para el pago de un préstamo. En algunos estados se utiliza una escritura de fideicomiso en lugar de una Hipoteca.	Linguistic amplification/ literal translation/ transposition/ reduction
INSURED MORTGAGE	HIPOTECA ASEGURADA	Literal translation
A mortgage that is protected by the Federal Housing Administration (FHA) or by private mortgage insurance (MI).	Es una hipoteca protegida por la Administración Federal de la Vivienda (FHA) o por un seguro hipotecario (MI) privado.	Linguistic amplification/ reduction/ borrowing/ description

ADJUSTABLE-RATE MORTGAGE (ARM)	HIPOTECA CON TASA DE INTERÉS AJUSTABLE (ARM)	Description
A mortgage with an interest rate that changes during the life of the loan according to movements in an index rate. Sometimes called AMLs (adjustable mortgage loans) or VRMs (variable-rate mortgages).	Es una hipoteca con una tasa de interés que cambia durante la vida del préstamo de acuerdo con los movimientos del índice de tasa. A veces se conocen como AMLs (préstamos hipotecarios ajustables) o VRMs (hipotecas con tasa de interés variable).	Linguistic amplification / literal translation/ borrowing/ description
FIXED-RATE MORTGAGE (FRM)	HIPOTECA CON TASA DE INTERÉS FIJA (FRM)	Description
A mortgage that has a fixed interest rate for the entire term of the loan.	Es una hipoteca con una tasa de interés fija para todo el plazo del préstamo.	Linguistic amplification/ literal translation
GROWING-EQUITY MORTGAGE (GEM)	HIPOTECA DE AMORTIZACIÓN RÁPIDA (GEM)	Description/ borrowing
A mortgage that is guaranteed by a third party.	Es una hipoteca que está garantizada por un tercero.	Linguistic amplification/ literal translation
BIWEEKLY PAYMENT MORTGAGE	HIPOTECA DE PAGO QUINCENAL	Literal translation/ generalization
A plan to reduce the debt every two weeks (instead of the standard monthly payment schedule). The 26 (or possibly 27) biweekly payments are each equal to one-half of the monthly payment required. The result for the borrower is a substantial savings in interest.	Es un plan para reducir la deuda a forma quincenal (en lugar del calendario estándar de pagos mensuales). Los 26 (o posiblemente 27) pagos quincenales equivalen cada uno a la mitad de la cuota mensual exigida. El beneficio para el <i>borrower</i> es un ahorro sustancial en intereses.	Linguistic amplification/ literal translation/ modulation/ borrowing
STEP-RATE MORTGAGE	HIPOTECA ESCALONADA	Description
A mortgage that allows for the interest rate to increase according to a specified schedule (i.e., seven years), resulting in increased payments as well. At the end of the specified period, the rate and payments will remain constant for the remainder of the loan.	Es una hipoteca que permite que la tasa de interés aumente de acuerdo con un calendario específico (por ejemplo, siete años), lo que resulta en un aumento de los pagos también. Al final del periodo establecido, la tasa de interés y los pagos se mantendrán	Linguistic amplification/ literal translation

	constantes durante el resto del préstamo.	
FHA MORTGAGE	HIPOTECA FHA	Established equivalent/ borrowing
A mortgage that is insured by the Federal Housing Administration (FHA) and issued by an FHA-approved lender. FHA loans typically require a lower down payment and lower minimum credit score than conventional loans and are designed for low-to-moderate-income borrowers. Also known as a government mortgage.	Es una hipoteca asegurada por la Administración Federal de la Vivienda (FHA) y emitida por un <i>lender</i> aprobado por ellos mismos. Los préstamos FHA suelen requerir una cuota inicial más baja y una puntuación crediticia inferior a la de los préstamos convencionales y están diseñados para <i>borrowers</i> con ingresos bajos o moderados. También conocida como hipoteca gubernamental.	Linguistic amplification/ established equivalent/ borrowing/ literal translation
BALLOON MORTGAGE	HIPOTECA GLOBAL	Established equivalent
A mortgage with level monthly payments that amortizes over a stated term but also requires that a lump sum payment is paid at the end of an earlier specified term.	Es una hipoteca con pagos mensuales uniformes que se amortiza a lo largo de un plazo establecido, pero que también requiere el pago de una suma global al final de un plazo especificado anteriormente.	Linguistic amplification/ literal translation/ generalization/ transposition
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DEFAULT	INCUMPLIMIENTO	Established equivalent
Failure to make mortgage payments on a timely basis or to comply with other requirements of a mortgage agreement.	Es algún incumplimiento de los pagos a tiempo de la hipoteca o de otros requisitos del contrato hipotecario.	Linguistic amplification/ literal translation/ reduction
EFFECTIVE GROSS INCOME	INGRESO BRUTO REAL	Established equivalent
A borrower's normal annual income, including overtime that is regular or guaranteed. Salary is usually the principal source, but other income may qualify if it is significant and stable.	Son los ingresos anuales habituales del <i>borrower</i> , incluidas las horas extras de trabajo, ya sean reglamentarias o garantizadas. El salario suele ser la fuente principal, pero otros ingresos pueden ser válidos si son significativos y estables.	Linguistic amplification/ literal translation/ borrowing/ description
BEFORE-TAX INCOME	INGRESOS ANTES DE LOS TAXES	Description
Income before taxes are deducted.	Son los ingresos antes de deducir los <i>taxes</i> .	Linguistic amplification/

		transposition/ borrowing
INTEREST	INTERÉS	Established equivalent
The fee charged for borrowing money.	Es el <i>fee</i> que se cobra por pedir dinero prestado.	Linguistic amplification/ borrowing/ transposition
COMPOUND INTEREST	INTERÉS COMPUESTO	Established equivalent
Interest paid on the original principal balance and on the accrued and unpaid interest.	Son los intereses pagados sobre el capital original y sobre los intereses devengados y no pagados.	Linguistic amplification/ literal translation
INDEX	ÍNDICE	Established equivalent
A published interest rate compiled from other indicators such as U.S. Treasury bills or the monthly average interest rate on loans closed by savings and loan organizations. Mortgage lenders use the index to establish rates on an adjustable rate mortgage (ARM). (see also MARGIN)	Es una tasa de interés publicada y elaborada a partir de otros indicadores como los bonos del Tesoro de Estados Unidos o la tasa de interés mensual promedio de los préstamos cerrados por las organizaciones de ahorro y préstamo. Los <i>lenders</i> hipotecarios utilizan el índice para establecer las tasas de una hipoteca con interés ajustable (ARM). (véase también MARGEN)	Linguistic amplification/ literal translation/ borrowing/ established equivalent
QUALIFYING RATIO	ÍNDICE DE CALIFICACIÓN	Generalization/ literal translation
Calculations used to determine if a borrower can qualify for a mortgage. They consist of two separate calculations: a housing expense as a percent of income ratio and total debt obligations as a percent of income ratio. Sometimes this is referred to as Debt-to-Income Ratio (DTI).	Son los cálculos utilizados para determinar si un <i>borrower</i> puede optar a una hipoteca. Se trata de dos cálculos distintos: los gastos de la vivienda sobre el porcentaje de la proporción de ingresos y el total de deudas obligatorias también sobre el porcentaje de la proporción de ingresos. A veces se conoce como relación deuda-ingresos (DTI).	Linguistic amplification/ generalization/ literal translation/ borrowing/ description
HOUSING EXPENSE RATIO	ÍNDICE DE GASTOS DE LA VIVIENDA	Description
The percentage of gross monthly income budgeted to pay housing expenses.	Es el porcentaje de los ingresos mensuales brutos	Linguistic amplification/ literal translation

	presupuestados para pagar los gastos de vivienda.	
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REAL ESTATE SETTLEMENT PROCEDURES ACT (RESPA)	LEY DE PROCEDIMIENTOS DE LIQUIDACIÓN DE BIENES RAÍCES (RESPA)	Established equivalent/ borrowing
A consumer protection law that requires lenders to give borrowers advance notice of closing costs.	Es una ley de protección al consumidor que obliga a los <i>lender</i> a notificar por adelantado a los <i>borrowers</i> los costes de cierre.	Linguistic amplification/ literal translation/ borrowing/ transposition
LINE OF CREDIT	LÍNEA DE CRÉDITO	Established equivalent
A preset amount of money a lender (i.e. bank, credit union, mortgage lender) agrees to lend to a consumer. Funds may be drawn from the line of credit as needed, up to the maximum amount, and interest is only paid on the amount used.	Es una cantidad de dinero preestablecida que un <i>lender</i> (es decir, un banco, una cooperativa de crédito, un <i>lender</i> hipotecario) se compromete a prestar a un consumidor. Los fondos pueden extraerse de la línea de crédito según sea necesario hasta el monto máximo y sólo se pagan intereses sobre el monto utilizado.	Linguistic amplification/ literal translation/ borrowing/ generalization
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MARGIN	MARGEN	Established equivalent
The number of percentage points the lender adds to the index rate to calculate the adjustable-rate mortgage (ARM) interest rate at each adjustment. (see also INDEX)	Es el número de puntos porcentuales que el <i>lender</i> añade a la tasa de índice para calcular la tasa de interés de la hipoteca con tasa ajustable (ARM) en cada ajuste. (véase también ÍNDICE)	Linguistic amplification/ literal translation/ description/ borrowing
SECONDARY MORTGAGE MARKET	MERCADO HIPOTECARIO SECUNDARIO	Established equivalent
Where existing mortgages are bought and sold.	Es donde se compran y venden las hipotecas existentes.	Linguistic amplification/ transposition
DELINQUENCY	MORA	Adaptation
Failure to make mortgage payments on time.	Es el incumplimiento con los pagos a tiempo de la hipoteca.	Linguistic amplification/ transposition
PREPAYMENT PENALTY	MULTA POR PAGO ANTICIPADO	Description

A fee that may be charged to a borrower who pays off a loan before it is due.	Es un <i>fee</i> que puede ser cobrado a un <i>borrower</i> que salda un préstamo antes de su vencimiento.	Linguistic amplification/ literal translation/ generalization/ borrowing
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NOTE	PAGARÉ	Established equivalent
A legal document that obligates a borrower to repay a mortgage loan at a stated interest rate during a specified period of time.	Es un documento legal que obliga a un <i>borrower</i> a pagar un préstamo hipotecario con una tasa de interés determinada durante un periodo de tiempo específico.	Linguistic amplification/ literal translation/ borrowing
ADDITIONAL PRINCIPAL PAYMENT	PAGO ADICIONAL AL CAPITAL	Description
A way to reduce the remaining balance on the loan by paying more than the scheduled principal amount due.	Es una forma de reducir el saldo restante del préstamo al pagar más de la cantidad programada.	Linguistic amplification/ literal translation/ reduction
ESCROW PAYMENT	PAGO DE ESCROW	Description/ borrowing
The part of a mortgagor's monthly payment that is held by the servicer to pay for taxes, hazard insurance, mortgage insurance, lease payments, and other items as they become due. (see also ESCROW and ESCROW DISBURSEMENT)	Es una parte de la cuota mensual de un deudor hipotecario que queda en manos del administrador para pagar los <i>taxes</i> , el seguro contra riesgos, el seguro hipotecario, los pagos de arrendamiento y otros conceptos a medida que van venciendo. (véase también ESCROW y DESEMBOLSO DE FIDEICOMISO)	Linguistic amplification/ literal translation/ borrowing/ description/ established equivalent
BALLOON PAYMENT	PAGO GLOBAL	Established equivalent
The final lump sum paid at the maturity date of a balloon mortgage.	Es el monto final pagado en la fecha de vencimiento de una hipoteca global.	Linguistic amplification/ literal translation
REVOLVING LIABILITY	PASIVO VARIABLE	Established equivalent
A credit arrangement, such as a credit card, that allows a customer to borrow against a pre-approved line of credit when purchasing goods and services.	Es un acuerdo de crédito (como una tarjeta de crédito) que permite a un cliente tomar dinero prestado sin necesidad de una línea de crédito previamente aprobada al comprar bienes y servicios.	Linguistic amplification/ literal translation/ description

LIABILITIES	PASIVOS	Established equivalent
A person's financial obligations. Liabilities include long-term and short-term debt.	Son las obligaciones financieras de una persona. Los pasivos incluyen deudas a largo y corto plazo.	Linguistic amplification/ literal translation
EQUITY	PATRIMONIO DE LA VIVIENDA	Description
The amount of financial interest in a property. Equity is the difference between the fair market value of the property and the amount still owed on the mortgage.	Es la cantidad de intereses financieros en una propiedad. El patrimonio es la diferencia entre el valor justo de mercado de la propiedad y la cantidad que aún se debe en la hipoteca.	Linguistic amplification/ literal translation
LOCK-IN PERIOD	PERIODO CONGELADO	Description
The guarantee of an interest rate for a specified period of time by a lender, including loan term and points, if any, to be paid at closing. Short term locks (under 21 days), are usually available after lender loan approval only. However, many lenders may permit a borrower to lock a loan for 30 days or more prior to submission of the loan application.	Es la garantía de una tasa de interés durante un periodo de tiempo determinado por parte de un <i>lender</i> , incluyendo el plazo del préstamo y, si los hay, los puntos que se pagarán en el cierre. Los periodos congelados a corto plazo (menos de 21 días), suelen estar disponibles sólo después de la aprobación del préstamo por parte del <i>lender</i> . Sin embargo, muchos <i>lenders</i> pueden permitir que un <i>borrower</i> congele un préstamo durante 30 días o más, antes de presentar la solicitud de préstamo.	linguistic amplification/ literal translation/ borrowing
INTEREST RATE FLOOR	PISO DE LA TASA DE INTERÉS	Established equivalent
For an adjustable-rate mortgage (ARM), the minimum interest rate that will be applied to the loan, as specified in the mortgage Note.	En el caso de una hipoteca con tasa de interés ajustable (ARM), es la tasa de interés mínima que se aplicará al préstamo, tal y como se especifique en el pagaré hipotecario.	Linguistic amplification/ description/ borrowing/ literal translation
ADJUSTMENT PERIOD	PERÍODO DE AJUSTE	Literal translation
The period elapsing between adjustment dates for an adjustable-rate mortgage (ARM).	Es el período que transcurre entre las fechas de ajuste de una hipoteca con tasa de interés ajustable (ARM).	Linguistic amplification/ description/ borrowing

AMORTIZATION TERM	PLAZO DE AMORTIZACIÓN	Literal translation
The length of time required to amortize the mortgage loan, expressed as a number of months. (see also AMORTIZATION)	Es el tiempo necesario para amortizar el préstamo hipotecario, expresado en cantidad de meses. (véase también AMORTIZACIÓN)	Linguistic amplification/ reduction/ literal translation/ established equivalent
MORTGAGE INSURANCE PREMIUM (MIP)	PAGO DEL SEGURO HIPOTECARIO (MIP)	Description/ borrowing
The amount paid by a mortgagor for mortgage insurance. (see also MORTGAGE INSURANCE)	Es el monto que paga un deudor hipotecario por el seguro de la hipoteca. (véase también SEGURO HIPOTECARIO)	Linguistic amplification/ transposition/ established equivalent
FIRST MORTGAGE	PRIMERA HIPOTECA	Literal translation
The primary lien against a property.	Es el gravamen principal contra una propiedad.	Linguistic amplification/ literal translation
LOAN	PRÉSTAMO	Established equivalent
A sum of money (principal) that is borrowed and then generally repaid to the lender with interest.	Es una suma de dinero (capital) que se toma prestada y que, por lo general, se devuelve al <i>lender</i> con intereses.	Linguistic amplification/ literal translation/ generalization
LEASE-PURCHASE MORTGAGE LOAN	PRÉSTAMO HIPOTECARIO DE ARRENDAMIENTO CON OPCIÓN DE COMPRA	Description
An alternative financing option that allows low- and moderate-income homebuyers to lease a home with an option to buy. Each month's rent payment consists of principal, interest, taxes and insurance (PITI) payments on the first mortgage plus an extra amount that accumulates in a savings account for a down payment.	Es una opción de financiación alternativa que permite a los compradores de vivienda con ingresos bajos y moderados arrendar una casa con opción de compra. El pago del arriendo de cada mes consiste en los pagos del capital, los intereses, los <i>taxes</i> y el seguro (PITI) de la primera hipoteca, más una cantidad extra que se acumula en una cuenta de ahorros para la cuota inicial.	Linguistic amplification/ literal translation/ reduction/ borrowing
BRIDGE LOAN	PRÉSTAMO PUENTE	Established equivalent
A second trust that is collateralized by a borrower's present home allowing the proceeds to be used to close on a new house before the	Es un segundo fideicomiso que está garantizado por la vivienda actual del <i>borrower</i> y que permite utilizar las ganancias para cerrar el	Linguistic amplification/ literal translation/ borrowing/ transposition

present home is sold. Also known as "swing loan."	préstamo de una nueva casa antes de vender la actual. También conocido como "préstamo swing".	
POINTS	PUNTOS	Established equivalent
A point is equal to one percent of the principal amount of a mortgage loan. For example, if the loan is \$165,000, one point means \$1,650. Points are usually collected at closing and may be paid by the borrower or the home seller, or may be split between them.	Un punto equivale al uno por ciento del capital de un préstamo hipotecario. Por ejemplo: si el préstamo es de 165.000 dólares, un punto significa 1.650 dólares. Los puntos suelen cobrarse en el momento del cierre y pueden ser pagados por el <i>borrower</i> o el vendedor de la vivienda, o pueden repartirse entre ambos.	Literal translation/ linguistic amplification/ borrowing
CREDIT RISK SCORE	PUNTUACIÓN DE RIESGO CREDITICIO	Description
A credit score measures a consumer's credit risk relative to the rest of the U.S. population, based on the individual's credit usage history. The credit score most widely used by lenders is the FICO® score, developed by Fair Isaac Corporation. This 3-digit number, ranging from 300 to 850, is calculated by a mathematical equation that evaluates many types of information that are on your credit report. Higher FICO® scores represents lower credit risk, which typically equates to better loan terms. In general, credit scores are crucial in the mortgage loan underwriting process. (see also FICO SCORE)	Una puntuación de crédito mide el riesgo crediticio de un consumidor en relación con el resto de la población estadounidense, basándose en el historial de uso del crédito del mismo. La puntuación de crédito más utilizada por los <i>lenders</i> es la puntuación FICO®, desarrollada por Fair Isaac Corporation. Este número de 3 dígitos, que va de 300 a 850, se calcula mediante una ecuación matemática que evalúa muchos tipos de información que figuran en su reporte de crédito. Las puntuaciones FICO® más altas representan un menor riesgo crediticio, lo que normalmente equivale a mejores condiciones de préstamo. En general, las puntuaciones de crédito son cruciales en el proceso de evaluación de los préstamos hipotecarios. (véase también PUNTACIÓN FICO)	Literal translation/ reduction/ borrowing/ generalization
FICO SCORE	PUNTUACIÓN FICO	Literal translation

FICO® scores are the most widely used credit score in U.S. mortgage loan underwriting. This 3-digit number, ranging from 300 to 850, is calculated by a mathematical equation that evaluates information that is on a consumer credit report. Higher FICO® scores represent lower credit risks, which typically equate to better loan terms. (see also CREDIT RISK SCORE)	Las puntuaciones FICO® son las más utilizadas para la aprobación de préstamos hipotecarios en Estados Unidos. Este número de tres dígitos, que va de 300 a 850, se calcula mediante una ecuación matemática que evalúa la información que figura en el reporte de crédito del consumidor. Las puntuaciones FICO® más altas representan un menor riesgo crediticio, lo que usualmente equivale a mejores condiciones del préstamo. (véase también PUNTUACIÓN DE RIESGO CREDITICIO)	Linguistic amplification/ reduction/ compensation/ generalization/ literal translation/ description
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REALTOR	REALTOR	Borrowing
A real estate broker or an associate who is an active member in a local real estate board that is affiliated with the National Association of Realtors and subscribes to its strict Code of Ethics.	Es un agente inmobiliario o un asociado que sea miembro activo de un consejo inmobiliario local afiliado a la Asociación Nacional de Agentes Inmobiliarios y que se adhiera a su estricto código ético.	Linguistic amplification/ literal translation/ established equivalent
REFINANCE	REFINACIAMIENTO	Established equivalent
Paying off one loan with the proceeds from a new loan using the same property as security.	Es saldar un préstamo con los beneficios de uno nuevo utilizando la misma propiedad como garantía.	Linguistic amplification/ literal translation
RECORDING	REGISTRO	Generalization
The noting in the registrar's office of the details of a properly executed legal document, such as a Deed of Trust, a Mortgage Note, a satisfaction of Mortgage, or an Extension of Mortgage, thereby making it a part of the public record.	Es una inscripción de los detalles de un documento legalmente firmado, como una escritura de fideicomiso, un pagaré o una satisfacción o extensión de la hipoteca, convirtiéndolo así en parte del registro público. Esta inscripción se lleva a cabo en la oficina del registrador.	Linguistic amplification/ compensation/ literal translation

LOAN-TO-VALUE (LTV) RATIO	RELACIÓN PRÉSTAMO - VALOR (LTV)	Description/ borrowing
LTV is the amount of the mortgage compared to the value of the property, expressed as a percentage. For example, a \$100,000 home with an \$80,000 mortgage has an LTV of 80 percent.	La relación préstamo-valor (LTV) es el monto de la hipoteca comparado con el valor de la propiedad. La LTV se expresa como un porcentaje, por ejemplo: una casa de 100.000 dólares con una hipoteca de 80.000 dólares tiene un LTV del 80%.	Linguistic amplification/ borrowing/ literal translation
CREDIT REPORT	REPORTE DE CRÉDITO	Established equivalent
A report detailing an individual's credit history that is prepared by a credit reporting agency (or bureau) and used by a lender to determine a loan applicant's creditworthiness.	Es un reporte que detalla el historial crediticio de un individuo y que es realizado por una compañía de reportes de crédito (u buró) y utilizado por un <i>lender</i> para determinar la solvencia de un solicitante de préstamo.	Linguistic amplification/ literal translation/ description
PITI RESERVES	RESERVAS PITI	Literal translation
A cash amount that a borrower must have on hand after making a down payment and paying all closing costs for the purchase of a home. The principal, interest, taxes, and insurance (PITI) reserves must equal the amount that the borrower would have to pay for PITI for a predefined number of months (usually three).	Es una cantidad de dinero en efectivo que un <i>borrower</i> debe tener a la mano después de dar la cuota inicial y pagar todos los gastos de cierre para la compra de una casa. Las reservas para el capital, el interés, los <i>taxes</i> y el seguro (PITI: <i>principal, interest, taxes, and insurance</i>) deben ser iguales a el monto que el <i>borrower</i> tendría que pagar por PITI durante un número predefinido de meses (normalmente tres).	Linguistic amplification/ borrowing/ literal translation/ generalization
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PRINCIPAL BALANCE	SALDO PRINCIPAL	Established equivalent
The outstanding balance of principal on a mortgage not including interest or any other charges. (see also PRINCIPAL)	Es el saldo del capital pendiente en una hipoteca, sin incluir los intereses ni otras comisiones. (véase también CAPITAL)	Linguistic amplification/ transposition/ literal translation/ established equivalent

MORTGAGE LIFE INSURANCE	SEGURO DE VIDA HIPOTECARIO	Literal translation
A type of term life insurance that, in the event the borrower dies while the policy is in force, the Mortgage debt is automatically paid by insurance proceeds.	Es un tipo de seguro de vida temporal que permite que la deuda hipotecaria se pague automáticamente con el dinero del seguro en caso de que el <i>borrower</i> fallezca mientras la póliza está vigente.	Linguistic amplification/ literal translation/ compensation/ borrowing
MORTGAGE INSURANCE	SEGURO HIPOTECARIO	Literal translation
A contract that insures the lender against loss caused by a mortgagor's default on a government mortgage or conventional mortgage. Mortgage insurance can be issued by a private company or by a government agency. (see also MORTGAGE INSURANCE PREMIUM)	Es un contrato que asegura al <i>lender</i> contra las pérdidas causadas por el incumplimiento de un deudor hipotecario en una hipoteca gubernamental o convencional. El seguro hipotecario puede ser emitido por una empresa privada o por un organismo público. (véase también PAGO DEL SEGURO HIPOTECARIO)	Linguistic amplification/ literal translation/ borrowing/ description
PRIVATE MORTGAGE INSURANCE (PMI)	SEGURO HIPOTECARIO PRIVADO (PMI)	Literal translation
Mortgage insurance provided by a private mortgage insurance company to protect lenders against loss if a borrower defaults. Most lenders generally require MI for a loan with a loan-to-value (LTV) ratio in excess of 80 percent.	Es un seguro hipotecario proporcionado por una compañía privada de seguros hipotecarios para proteger a los <i>lenders</i> contra las pérdidas que se tengan en caso de incumplimiento por parte del <i>borrower</i> . La mayoría de los <i>lenders</i> suelen exigir el MI para un préstamo con una relación préstamo-valor (LTV) superior al 80%.	Linguistic amplification/ literal translation/ borrowing/ transposition/ description
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INTEREST ACCRUAL RATE	TASA DE ACUMULACIÓN DE INTERÉS	Literal translation
The percentage rate at which interest accrues on the mortgage. In most cases, it is also the rate used to calculate the monthly payments.	Es la tasa porcentual en la que se acumulan los intereses de la hipoteca. En la mayoría de los casos, también es la tasa de	Linguistic amplification/ literal translation

	interés utilizada para calcular los pagos mensuales.	
INITIAL INTEREST RATE	TASA DE INTERÉS INICIAL	Literal translation
This refers to the original interest rate of a mortgage at the time of closing. This rate changes for an adjustable-rate mortgage (ARM). It's also known as the "start rate."	Hace referencia a la tasa de interés original de una hipoteca en el momento del cierre. Esta tasa de interés cambia en el caso de una hipoteca con tasa de interés ajustable (ARM). También se conoce como "tasa de inicio".	Literal translation/ description/ borrowing
ANNUAL PERCENTAGE RATE (APR)	TASA PORCENTUAL ANUAL (APR)	Literal translation/ borrowing
The cost of credit, expressed as a yearly rate including interest, mortgage insurance, and loan origination fees. This allows the buyer to compare loans, however APR should not be confused with the actual note rate.	Es el costo del crédito, expresado en una tasa anual que incluye los intereses, el seguro hipotecario y los <i>fees</i> de la apertura del préstamo. Esto le permite al comprador comparar los préstamos. Sin embargo, la APR no debe confundirse con la tasa de interés actual.	Linguistic amplification/ literal translation/ borrowing
PRIME RATE	TASA PREFERENCIAL	Established equivalent
The interest rate that banks charge to their preferred customers. Changes in the prime rate influence changes in other rates, including mortgage interest rates.	Es la tasa de interés que los bancos cobran a sus clientes preferenciales. Las variaciones en la tasa de interés preferencial influyen en las variaciones de otras tasas de interés, incluidas las tasas de interés hipotecarias.	Linguistic amplification/ literal translation/ generalization
INTEREST RATE CEILING	TECHO DE LA TASA DE INTERÉS	Established equivalent
For an adjustable-rate mortgage (ARM), the maximum interest rate that will be applied to the loan, as specified in the mortgage Note.	En el caso de una hipoteca con tasa de interés ajustable (ARM), es la tasa de interés máxima que se aplicará al préstamo, tal y como se especifique en el pagaré hipotecario.	Linguistic amplification/ description/ borrowing/ literal translation
LIFETIME PAYMENT CAP	TOPE DE PAGO DURANTE LA VIGENCIA DE LA HIPOTECA	Description

For an adjustable-rate mortgage (ARM), a limit on the amount that payments can increase or decrease over the life of the mortgage. (see also CAP)	En el caso de una hipoteca con tasa de interés ajustable (ARM), es un monto límite en que los pagos pueden aumentar o disminuir durante la vida de la hipoteca. (véase también TOPES)	Linguistic amplification/ description/ borrowing/ literal translation/ established equivalent
PERIODIC PAYMENT CAP	TOPE DE PAGO PERIÓDICO	Literal translation
A limit on the amount that payments can increase or decrease during any one adjustment period. (see also ADJUSTABLE RATE MORTGAGE and CAP)	Es un límite en el monto en el que los pagos pueden aumentar o disminuir durante cualquier período de ajuste. (véase también HIPOTECA CON TASA DE INTERÉS AJUSTABLE y TOPES)	linguistic amplification/ literal translation/ description/ established equivalent
LIFETIME RATE CAP	TOPE DE TASA DE INTERÉS DURANTE LA VIGENCIA DEL PRÉSTAMO	Description
For an adjustable-rate mortgage (ARM), a limit on the amount the interest rate can increase or decrease over the life of the loan. (see also CAP)	En el caso de una hipoteca con tasa de interés ajustable (ARM), es un monto límite en la que la tasa de interés puede aumentar o disminuir durante la vida del préstamo. (véase también TOPES)	Linguistic amplification/ description/ borrowing/ transposition/ established equivalent
PERIODIC RATE CAP	TOPE DE TASA DE INTERÉS PERIÓDICO	Linguistic amplification
A limit on the amount that the interest rate can increase or decrease during any one adjustment period, regardless of how high or low the index might be. (see also ADJUSTABLE RATE MORTGAGE and CAP)	Es un límite en el monto en el que la tasa de interés puede aumentar o disminuir durante cualquier período de ajuste, independientemente de lo alto o bajo que esté el índice. (véase también HIPOTECA CON TASA DE INTERÉS AJUSTABLE y TOPES)	Linguistic amplification/ literal translation/ reduction/ description/ established equivalent
CAP	TOPES	Established equivalent
Limits how much the interest rate or the monthly payment can increase, either at each adjustment or during the life of an adjustable rate mortgage (ARM). Payment caps don't limit the amount of	Los topes limitan cuánto puede aumentar el tipo de interés o la cuota mensual, ya sea en cada ajuste o durante la vida de una hipoteca con tasa de interés ajustable (ARM). Los topes de	Linguistic amplification/ literal translation/ description/ borrowing

interest the lender is earning and may cause negative amortization.	pago no limitan la cantidad de intereses que gana el <i>lender</i> y pueden causar una amortización negativa.	
--	U	--
--	V	--
APPRAISED VALUE	VALOR ESTIMADO	Description
An opinion of a property's fair market value, based on an appraiser's knowledge, experience, and analysis of the property. (see also APPRAISAL)	Es una opinión sobre el valor justo de mercado de una propiedad, basado en un análisis de la misma y el conocimiento y la experiencia por parte de un <i>appraiser</i> . (véase también APPRAISAL)	Linguistic amplification/ literal translation/ compensation/ borrowing
NET WORTH	VALOR NETO	Established equivalent
The value of all of a person's assets, including cash.	Es el valor de todos los activos de una persona, incluido el dinero en efectivo.	Linguistic amplification/ literal translation
MATURITY	VENCIMIENTO	Established equivalent
The date on which the remaining principal balance of a loan becomes due and payable.	Es la fecha en la que el saldo del capital restante de un préstamo vence y es pagadero.	Linguistic amplification/ literal translation
--	W	--
--	X	--
--	Y	--
--	Z	--

Note: end of the glossary.

Checklist	Lista de verificación	Description
Mortgage Checklist to Keep You On Track	Lista de verificación hipotecaria para cumplir los objetivos.	Literal translation/ modulation
Download List	Descargar lista	Literal translation
-The Following Information Is Usually Required During the Loan Process	-La siguiente información suele ser requerida durante el proceso de un préstamo.	Literal translation
Your social security number	Su número de seguridad social	Literal translation
Your tax returns for the past two years	Sus <i>tax returns</i> de los dos últimos años	Literal translation/ borrowing
Bank statements for the past two months	Extractos bancarios de los dos últimos meses	Literal translation
Investment account statements for the past two months	Extractos de cuentas de inversión de los dos últimos meses	Literal translation
Life insurance policy	Póliza de seguro de vida	Literal translation

Retirement account statements for the past two months	Extractos de la cuenta de jubilación de los dos últimos meses	Literal translation
Make and model of vehicles you own and their resale value	Marca y modelo de los vehículos que posee y su valor de reventa	Literal translation
Auto loan account information	Información sobre la cuenta de préstamo del vehículo.	Description
Personal loan account information	Información sobre la cuenta de préstamo personal	Literal translation
Divorce decree (if applicable)	Acta de divorcio (si aplica)	Literal translation
Prior bankruptcy documentation (if applicable)	Documentación sobre bancarrota anteriores (si aplica)	Literal translation
-If You Currently Own Real Estate	-Si actualmente es propietario de un inmueble	Literal translation
Your most recent mortgage statement	Su estado de cuenta hipotecario más reciente	Linguistic amplification
Home insurance policy information	Información sobre la póliza de seguro de la vivienda	Literal translation
Home equity account note (if you are refinancing)	Pagaré del patrimonio de la vivienda (si va a refinanciar)	Description/ literal translation
Copy of your current note (if you are refinancing)	Copia de su pagaré actual (si va a refinanciar)	Literal translation
-Home Buying Checklist	-Lista de verificación para comprar una vivienda	Description
Find a Realtor®	Contacte a Realtor®	Generalization/ borrowing
Find an Experienced AFN Loan Officer (LO)	Contacte a un <i>loan officer</i> (LO) de AFN con experiencia	Generalization/ borrowing/ transposition
Receive a Pre-Approval Letter from AFN	Reciba una carta de aprobación previa por parte de AFN	Literal translation/ borrowing
Work with Realtor® to identify desired property and get offer accepted	Trabaje junto a Realtor® para identificar la propiedad deseada y lograr que se acepte la oferta	Generalization/ borrowing/ literal translation
Send LO Copy of Purchase Contract	Envíe una copia del contrato de compra al LO	Transposition/ borrowing
Send LO Copies of Your Canceled Earnest Money Deposit Checks	Envíe al LO copias de sus cheques de depósito de buena fe (EMD) abonados	Transposition/ description/ borrowing
Work with Realtor® to complete any necessary due diligence (e.g., home inspection, termite inspection, etc.)	Trabaje junto a Realtor® para completar cualquier diligencia necesaria (por ejemplo: inspección de la vivienda, inspección de termitas, etc.)	Generalization/ borrowing/ literal translation
Schedule an Appraisal through AFN	Programe un <i>appraisal</i> a través de AFN	Literal translation/ borrowing

Conduct a Final Walk-through before consummation.	Realice un último recorrido por la vivienda antes de la compra.	Modulation
The purchase contract	Contrato de compraventa	Literal translation/ adaptation
Copy of your canceled earnest money deposit check	Copia de su cheque de depósito de buena fe (EMD) abonado	Established equivalent/ generalization
Documents	Documentos	Established equivalent
Helpful Documents You Might Need	Documentos útiles que puede necesitar	Literal translation
Blog	Blog	Borrowing
<u>COMPANY</u>	<u>COMPAÑÍA</u>	Established equivalent
Our Story	Nuestra historia	Literal translation
Dedicated to Financing the American Dream	Nos dedicamos a financiar el sueño americano	Linguistic amplification/ Literal translation
50 Licensed States	Con licencia en 50 estados	Transposition
240+ Convenient Locations	Más de 240 sucursales bien situadas	Description/ generalization
1,150+ Trusted Experts	Más de 1.150 expertos de confianza	Literal translation
100,000+ Satisfied Customers	Más de 100.000 clientes satisfechos	Literal translation
About AFN	Acerca de AFN	Literal translation
As one of the fastest growing mortgage bankers in the United States, we opened our doors in 2001 and have since expanded with many community based branches across the nation. Headquartered in Brea, CA, AFN built its reputation as an outstanding mortgage banking firm by serving the lending needs of real estate professionals, builders, and individual homebuyers throughout the United States.	Somos uno de los bancos hipotecarios de más rápido crecimiento en los Estados Unidos. Abrimos nuestras puertas en 2001 y desde entonces nos hemos expandido mediante la creación de numerosas sucursales ubicadas en comunidades por todo el país. Desde nuestra oficina principal, ubicada en Brea, California, AFN ha labrado una reputación como excelente empresa de banca hipotecaria, al servir a las necesidades de préstamo de los <i>real estate</i> , los constructores y los compradores de viviendas individuales en todo Estados Unidos.	Literal translation/ linguistic amplification/ description/ borrowing/ reduction
We are a Direct Lender with delegated authority to underwrite, fund, and service Fannie Mae, Freddie Mac, FHA, USDA, VA, and Jumbo loan products in-house. Our success and expansion is built on core values including streamlined and efficient	Somos un <i>lender</i> directo con autoridad delegada para evaluar, financiar y administrar desde nuestra compañía los préstamos Fannie Mae, Freddie Mac, FHA, USDA, VA y Jumbo. Nuestro éxito y expansión se basan en valores fundamentales incluyendo la	Literal translation/ borrowing/ linguistic amplification

operations that optimize organizational output as well as an approach to customer service founded on exceeding expectations.	simplificación y la eficiencia de procesos que optimizan los resultados organizacionales, así como un enfoque en servicio al cliente basado en la superación de las expectativas.	
Who We Are	¿Quiénes somos?	Modulation
American Financial Network, Inc. (AFN) is a family owned company that focuses on values and relationships which we believe are the foundation of success. We constantly evolve and adapt to ensure our employees are equipped with the right blend of products, service, and training to ensure that you have the best possible experience in one of the most important decisions in your life.	American Financial Network, Inc. (AFN) es una empresa familiar que se centra en los valores y las relaciones que, creemos, son la base del éxito. Evolucionamos y nos adaptamos constantemente para asegurarnos de que nuestros empleados estén equipados con la combinación adecuada de productos, servicio y formación, para garantizarle la mejor experiencia posible en una de las decisiones más importantes de su vida.	Borrowing/ literal translation/ compensation
Our Mission	Nuestra misión	Literal translation
American Financial Network, Inc. (AFN) has been serving the lending needs of real estate professionals, builders and individual homebuyers throughout the United States since 2001. Our Mission is to be the best, most trusted, and admired mortgage lenders with unique, affordable and convenient products while maintaining a close, family-oriented culture.	Desde el 2001, American Financial Network, Inc. (AFN) atiende las necesidades de préstamo de los <i>real estate</i> , los constructores y los compradores particulares de viviendas en todo Estados Unidos. Nuestra misión es ser los mejores, más confiables y admirados <i>lenders</i> hipotecarios con productos únicos, asequibles y ajustado a sus necesidades, al mantener una cultura empresarial cercana y familiar.	Compensation/ borrowing/ transposition/ description/ literal translation
AFN Executive Leadership Team	Equipo de liderazgo ejecutivo	Literal translation/ reduction
Experience, Passion & Integrity	Experiencia, pasión e integridad	Literal translation
Our executive team is comprised of industry professionals with over 200 years of combined mortgage industry experience. Through the guidance and vision of this leadership ensemble, American Financial Network, Inc.	Nuestro equipo ejecutivo está formado por profesionales del sector, quienes en conjunto cuentan con más de 200 años de experiencia en el sector hipotecario. Mediante la orientación y la visión de este equipo de liderazgo, American	Literal translation/ generalization/ linguistic amplification/ borrowing

has experienced unprecedented growth both in same - store sales and through strategic recruiting and market expansion.	Finacial Network, Inc. ha experimentado un crecimiento sin precedentes tanto en ventas en los establecimientos como por medio de la contratación estratégica y la expansión del mercado.	
AFN Awards	Reconocimientos de AFN	Generalization/ borrowing
Realtor Partnership	Colaboración con los <i>realtors</i>	Transposition/ borrowing
The American Dream. Together, We Make it a Reality.	Juntos hacemos realidad el sueño americano.	Compensation
For us, this is more than a motto... it's what we do.	Para nosotros, esto es más que un lema... esto es lo que hacemos.	Literal translation/ linguistic amplification
At AFN, we are dedicated to making every loan a relationship that will last a lifetime.	En AFN, nos dedicamos en hacer de cada préstamo un vínculo que durará toda la vida.	Literal translation/ generalization
Partner Focused	Nos enfocamos en nuestros socios	Transposition/ linguistic amplification
Our personalized partnership strategy reflects a culture that is both flexible and empowering.	Nuestra estrategia de asociación personalizada refleja una cultura empresarial flexible y potenciadora.	Literal translation/ reduction
Operational Excellence	Excelencia operacional	Literal translation
Speed, accuracy and consistency are critical to closing a deal and making your homebuyer happy	La rapidez, la precisión y la constancia son fundamentales para cerrar un trato y hacer feliz a un comprador de vivienda.	Literal translation/ description
Agency Direct Lender	Somos una agencia de <i>lender</i> directos	Linguistic amplification/ borrowing
AFN is a Fannie Mae Seller/Servicer, Ginnie Mae and Freddie Mac Issuer, and USDA & VA LAPP approved.	AFN es una empresa administradora de Fannie Mae, emisora de Ginnie Mae y Freddie Mac y acreditada por el USDA y el VA LAPP.	Borrowing/ literal translation/ generalization
Fully Underwritten Pre-Approvals	Preaprobaciones totalmente garantizadas	Literal translation
We understand that a lot is riding on the validity and reliability of the pre-approval and we take that very seriously.	Entendemos que hay mucho en juego respecto a la validez y fiabilidad de la preaprobación y por eso lo tomamos muy en serio.	Literal translation/ linguistic amplification
Meeting Deadlines	Cumplimiento de plazos	Established equivalent
You set the closing deadline, not us. We strive to get the closing package there on time, every time.	Usted fija la fecha de cierre, no nosotros. Siempre nos esforzamos por que los documentos de cierre lleguen a tiempo.	Literal translation/ compensation/ generalization

Marketing Support	Soporte de <i>marketing</i>	Literal translation/ borrowing
Our team of award-winning and seasoned marketing, creative and social media professionals is 100% focused on Loan Officer and Realtor support	Nuestro equipo de galardonados y experimentados profesionales del <i>marketing</i> , la creatividad y las redes sociales se enfoca 100% en el apoyo a los <i>loan officers</i> y <i>realtors</i> .	Literal translation/ compensation/ transposition/ borrowing
National Strength. Local Presence.	Fuerza nacional y presencia local.	Literal translation/ linguistic amplification
As one of the nation's largest privately held mortgage companies, American Financial Network, Inc. (AFN) has the resources to compete on a national level with the largest publicly held banks. Based in Brea, California, AFN is a direct lender with more than 185 branches supporting more than 700 Loan Officers across the nation. However, it is the one-to-one relationships with our Realtor® partners - who are working in towns and cities across America with first-time homebuyers, investors, builders, and contractors - that make AFN so successful.	Por ser una de las mayores empresas hipotecarias privadas del país, American Financial Network, Inc. (AFN) tiene los recursos para competir a en el ámbito nacional con los bancos públicos más importantes. Nuestra oficina principal está ubicada en Brea, California y somos un <i>lender</i> directo que cuenta con más de 185 sucursales que apoyan a más de 700 <i>loan officers</i> en todo el país. Sin embargo, son las relaciones individuales con nuestros asociados de Realtor® (quienes trabajan en pueblos y ciudades de todo Estados Unidos con compradores de vivienda principiantes, inversores, constructores y contratistas) las que hacen que AFN tenga tanto éxito.	Literal translation/ borrowing/ generalization/ linguistic amplification/ borrowing/ description
Our business and referral partners are the lifeblood of our industry	Nuestros socios comerciales y de referencia son la clave de nuestro negocio.	Literal translation/ generalization
Building enduring relationships starts with building trust. At AFN, we know you work hard to find prospective clients. To acquire and keep those clients, you need a lender who shares your commitment to making the home buying experience as easy and as pleasurable as possible. You need a partner who offers loan products for every situation, quick approvals and even faster turn times. AFN is that partner.	La construcción de relaciones sólidas empieza con la confianza. En AFN, sabemos que trabajan duro para encontrar clientes potenciales. Para conseguir y conservar esos clientes, necesitan de un <i>lender</i> que comparta su compromiso de hacer que la experiencia de compra de una vivienda sea lo más fácil y placentera posible. Para esto, ustedes requieren de un socio que ofrezca préstamos para cada situación, aprobaciones rápidas y	Literal translation/ generalization/ borrowing/ linguistic amplification

	tiempos de entrega aún más rápidos. AFN es ese socio.	
We will provide the marketing support*, technical expertise and the multi-channel communication you need to keep your clients in the know from prequalification to closing and beyond.	Le proporcionaremos el soporte de <i>marketing</i> *, los conocimientos técnicos y la comunicación multicanal que necesita para mantener a sus clientes informados desde la precalificación hasta el cierre y mucho más.	Literal translation
*Realtors must pay proportionate share for any co-branded advertising.	*Los <i>realtors</i> deben pagar la parte proporcional de cualquier publicidad de marca compartida.	Borrowing/ literal translation/ compensation
License	Licencia	Established equivalent
Licensed in All 50 States	Contamos con licencias en los 50 estados	Linguistic amplification/ literal translation
Use the map below to filter the list	Utilice el siguiente mapa para filtrar la lista	Literal translation
Last updated: May 18, 2021. Contact Us if you don't see your state licensed for us to lend or if you want an updated list. American Financial Network, Inc. is a licensed mortgage lender, NMLS #237341.	Última actualización: 18 de mayo de 2021. Póngase en contacto con nosotros si no ve su estado en la lista o si desea una lista actualizada. American Financial Network, Inc. es un <i>lender</i> hipotecario con licencia NMLS #237341.	Literal translation/ compensation/ linguistic amplification
Licensing shown on this page is for American Financial Network, Inc. as a company. Not all Branches or Loan Officers are licensed in every state.	Las licencias que se muestran en esta página son de American Financial Network, Inc. como empresa. No todas las sucursales o <i>loan officers</i> tienen licencia en todos los estados	Linguistic amplification/ literal translation/ borrowing/ transposition
To see where AFN is a licensed lender, click here .	Para ver los lugares donde AFN es un <i>lender</i> con licencia, haga clic aquí .	Literal translation/ transposition/ linguistic amplification
CONSUMERS WISHING TO FILE A COMPLAINT AGAINST A MORTGAGE BANKER OR A LICENSED MORTGAGE BANKER RESIDENTIAL MORTGAGE LOAN ORIGINATOR SHOULD COMPLETE AND SEND A COMPLAINT FORM TO THE TEXAS DEPARTMENT OF SAVINGS AND MORTGAGE LENDING, 2601 NORTH	EN CASO DE QUE CUALQUIER CLIENTE QUE DESEE PRESENTAR UNA QUEJA CONTRA UN BANCO HIPOTECARIO O CONTRA UN GENERADOR DE PRESTAMOS RESIDENCIALES CON LICENCIA DE UN BANCO HIPOTECARIO, DEBERÁN COMPLETAR Y ENVIAR UN FORMULARIO DE QUEJAS AL DEPARTAMENTO DE	Linguistic amplification/ literal translation/ description

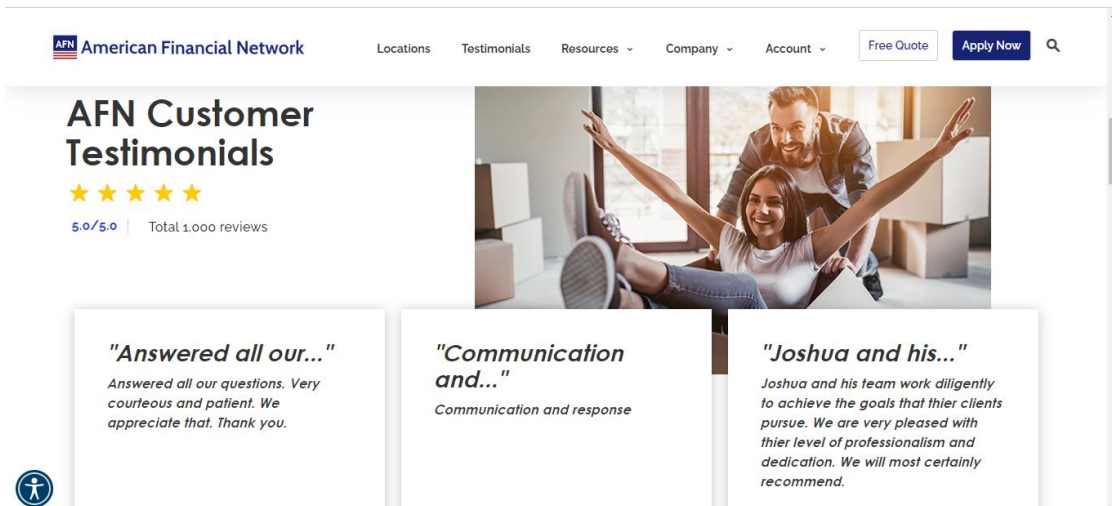
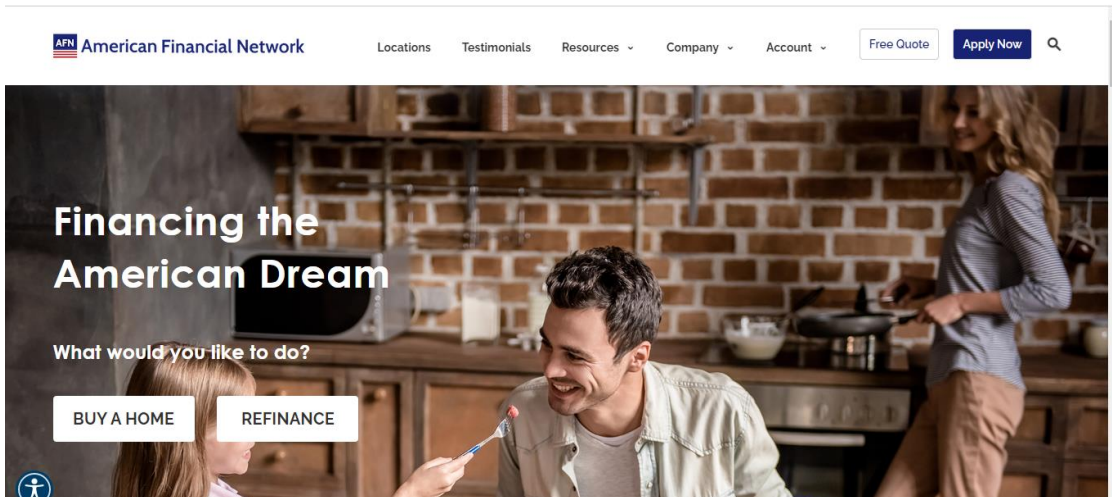
<p>LAMAR, SUITE 201, AUSTIN, TEXAS 78705. COMPLAINT FORMS AND INSTRUCTIONS MAY BE OBTAINED FROM THE DEPARTMENT'S WEBSITE AT WWW.SML.TEXAS.GOV. A TOLL-FREE CONSUMER HOTLINE IS AVAILABLE AT 1-877-276-5550.</p>	<p>AHORROS Y PRÉSTAMOS HIPOTECARIOS DE TEXAS, UBICADO EN 2601 NORTH LAMAR, SUITE 201, AUSTIN, TEXAS 78705. LOS FORMULARIOS DE QUEJAS Y LAS INSTRUCCIONES PUEDEN OBTENERSE EN EL SITIO WEB DEL DEPARTAMENTO EN WWW.SML.TEXAS.GOV. LA LÍNEA TELEFÓNICA GRATUITA DISPONIBLE PARA EL CONSUMIDOR ES 1-877-276-5550.</p>	
<p>THE DEPARTMENT MAINTAINS A RECOVERY FUND TO MAKE PAYMENTS OF CERTAIN ACTUAL OUT OF POCKET DAMAGES SUSTAINED BY BORROWERS CAUSED BY ACTS OF LICENSED MORTGAGE BANKER RESIDENTIAL MORTGAGE LOAN ORIGINATORS. A WRITTEN APPLICATION FOR REIMBURSEMENT FROM THE RECOVERY FUND MUST BE FILED WITH AND INVESTIGATED BY THE DEPARTMENT PRIOR TO THE PAYMENT OF A CLAIM. FOR MORE INFORMATION ABOUT THE RECOVERY FUND, PLEASE CONSULT THE DEPARTMENT'S WEBSITE AT WWW.SML.TEXAS.GOV.</p>	<p>EL DEPARTAMENTO CONSERVA UN FONDO DE RECUPERACIÓN PARA CUBRIR CIERTOS DAÑOS QUE EL <i>BORROWER</i> HAYA COSTEADO PERO QUE HAYAN SIDO CAUSADOS POR ALGÚN BANQUERO HIPOTECARIO LICENCIADO O POR LOS ORIGINADORES DE PRÉSTAMOS HIPOTECARIOS RESIDENCIALES. EL DEPARTAMENTO DEBE PRESENTAR UNA SOLICITUD DE REEMBOLSO POR ESCRITO ANTE EL FONDO DE RECUPERACIÓN, LA CUAL TAMBIÉN DEBE SER INVESTIGADA ANTES DE REALIZARSE EL PAGO DE UNA SOLICITUD. PARA OBTENER MÁS INFORMACIÓN SOBRE EL FONDO DE RECUPERACIÓN, CONSULTE EL SITIO WEB DEL DEPARTAMENTO EN WWW.SML.TEXAS.GOV.</p>	<p>Literal translation/ compensation/ linguistic amplification/ transposition/ borrowing</p>
<p>Careers</p>	<p>Empleos</p>	<p>Adaptation</p>
<p>Join AFN</p>	<p>Únase a AFN</p>	<p>Literal translation/ borrowing</p>
<p>Retail Lending Done The Right Way</p>	<p>Realizamos préstamos minoristas de la manera correcta</p>	<p>Transposition</p>

We have the resources, services, support and training focused on growing same store sales year over year. We invest in you and support your future success. Together we take your business to the next level.	Contamos con los recursos, los servicios, el apoyo y la formación centrados en el crecimiento de los establecimientos año tras año. Invertimos en usted y lo apoyamos para que su futuro sea exitoso. Juntos llevaremos su negocio al siguiente nivel.	Generalization/ literal translation/ reduction
Join Team AFN	Únase al equipo AFN	Literal translation/ borrowing
25 active jobs	25 vacantes disponibles	Adaptation
Contact us	Contáctenos	Literal translation
AFN Headquarters	Oficina principal de AFN	Description/ borrowing
Loan Question	Preguntas sobre los préstamos	Linguistic amplification
Payment Questions	Preguntas sobre los pagos	Linguistic amplification
Send Us a Message	Envíenos un mensaje	Literal translation
First Name	Nombre	Reduction
Last name	Apellido	Established equivalent
Phone	Teléfono	Established equivalent
Email	Correo electrónico	Established equivalent
City	Ciudad	Established equivalent
State	Estado	Established equivalent
What is about	¿Para qué nos escribe?	Modulation
Message	Mensaje	Established equivalent
Send Message	Enviar mensaje	Literal translation
Other Links	Otros enlaces	Literal translation
AFN Local Branch	Sucursal local de AFN	Literal translation
My Loan	Mi préstamo	Literal translation
Career	Empleo	Compensation
ACCOUNT	CUENTA	Established equivalent
My Loan Application	Mi solicitud de préstamo	Modulation
Make a Payment	Realice un pago	Literal translation

APPENDIX B

Pictures of the AFN website

In this appendix there are only pictures of the *Home* page of the AFN mortgage bank. There can be noticed the header line with the company's name, the six tabs, and the two hyperlinks. There are also some pictures showing the quick links deploy on the *Home* page. Additionally, an image featuring the website footer with legal and general information about the bank. For further information go to www.afncorp.com.



Purchase Calculator

Refinance Calculator

Home Price

Down Payment

 %

Interest Rate

 %

Term

 Years

Calculate

Calculate Your Mortgage Payment



American Financial Network, Inc.
10 Pointe Drive Brea CA 92821

CORP NMLS# 237341: Equal Opportunity
Employer; California BRE License # 01317581:
Equal Opportunity Lender

POPULAR LINKS

- Apply Now
- Loan Center
- Get a Quote
- Make a Payment
- Privacy Policy

HELP

- Borrower Login
- Licenses
- NMLS Consumer Access
- AFN Employee Login



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A pre-approval does not constitute a loan commitment or guarantee of a loan. Pre-approval is subject to a satisfactory appraisal, satisfactory title search, and no meaningful change to borrower's financial condition.

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APPENDIX C

Glossary

#	EN	ES
1	acceleration clause	cláusula de aceleración
2	additional principal payment	pago adicional al capital
3	adjustable-rate mortgage	hipoteca con tasa de interés ajustable
4	adjusted basis	base ajustada
5	adjustment date	fecha de ajuste
6	adjustment period	período de ajuste
7	affordability analysis	análisis de asequibilidad
8	amortization	amortización
9	amortization term	plazo de amortización
10	amount	total/suma/ cantidad
11	annual percentage rate	tasa porcentual anual
12	appraisal	<i>appraisal</i>
13	appraised value	valor estimado
14	appraiser	<i>appraiser</i>
15	asset	activo
16	assignment	asignación
17	assumability	capacidad para asumir
18	assumption fee	<i>fee</i> de la asunción de deuda
19	balance	saldo/balance
20	balance sheet	balance general
21	balloon mortgage	hipoteca global
22	balloon payment	pago global
23	bank statement	extractos bancarios
24	before-tax income	ingresos antes de los <i>taxes</i>
25	binding contract	contrato vinculante
26	biweekly payment mortgage	hipoteca de pago quincenal
27	borrower	<i>borrower</i>
28	bridge loan	préstamo puente
29	broker	<i>broker</i>
30	buydown	<i>buydown</i>
31	cap	topes
32	cash	dinero en efectivo
33	certificate of eligibility	certificado de elegibilidad
34	certificate of reasonable value	certificado de valor razonable
35	change frequency	cambio de la frecuencia

36	closing	cierre
37	closing costs	gastos de cierre
38	compound interest	interés compuesto
39	consumer credit report	reporte de crédito
40	consumer protection law	ley de protección del consumidor
41	conventional loan	préstamo convencional
42	conventional mortgage	hipoteca convencional
43	conversion clause	ley de protección del consumidor
44	conversion clause	cláusula de conversión
45	credit history	historial crediticio
46	credit report	reporte de crédito
47	credit repository	repositorio de crédito
48	credit risk score	puntuación de riesgo crediticio
49	credit score	puntuación crediticia
50	creditworthiness	solvencia
51	debt	deuda/ crédito
52	deed of trust	escritura de fideicomiso
53	default	incumplimiento
54	delinquency	mora
55	deposit	depósito
56	direct lender	<i>lender</i> directo
57	discount	descuento
58	down payment	cuota inicial
59	earnest money deposit	depósito de buena fe
60	effective gross income	ingreso bruto real
61	equity	patrimonio de la vivienda
62	escrow	<i>escrow</i>
63	escrow disbursements	desembolso del escrow
64	escrow payment	pago de escrow
65	fannie mae	<i>fannie mae</i>
66	fee	<i>fee</i>
67	financial interest	interés financiero
68	financing	financiación
69	first mortgage	primera hipoteca
70	fixed installment	cuota fija
71	fixed-rate	tasa fija
72	fixed-rate mortgage	hipoteca con tasa de interés fija
73	fully amortized arm	arm con amortización total
74	fund	fondo
75	ginnie mae	<i>ginnie mae</i>

76	gross income	ingreso bruto
77	growing-equity mortgage	hipoteca de amortización rápida
78	guarantee mortgage	garantía hipotecaria
79	hazard insurance	seguro contra riesgos
80	homeowner insurance	seguro de la vivienda
81	housing expense ratio	índice de gastos de la vivienda
82	hud-1 statement	declaración hud-1
83	hybrid arm	arm híbrida
84	income	ingreso
85	index	índice
86	initial interest rate	tasa de interés inicial
87	installment	cuota
88	insurance	seguro
89	insured mortgage	hipoteca asegurada
90	interest	interés
91	interest accrual rate	tasa de acumulación de interés
92	interest rate ceiling	techo de la tasa de interés
93	interest rate floor	piso de la tasa de interés
94	late charge	cobro por atraso
95	lease	arrendamiento
96	lease-purchase mortgage loan	préstamo hipotecario de arrendamiento con opción de compra
97	lender	<i>lender</i>
98	liabilities	pasivos
99	lien	gravamen
100	lifetime payment cap	tope de pago durante la vigencia de la hipoteca
101	lifetime rate cap	tope de tasa de interés durante la vigencia del préstamo
102	line of credit	línea de crédito
103	liquid asset	activo líquido
104	loan	préstamo
105	loan applicant	solicitante de préstamo
106	loan application	solicitud de préstamo
107	loan originator	<i>loan originator</i>
108	loan processor	<i>loan processor</i>
109	loan term	plazo del préstamo
110	loan-to-value ratio	relación préstamo - valor
111	lock-in period	periodo congelado
112	low-to-moderate-income borrower	borrower con ingresos bajos o moderados

113	lump sum payment	pago único
114	margin	margen
115	maturity	vencimiento
116	monthly fixed installment	cuota fija mensual
117	mortgage	hipoteca
118	mortgage agreement	contrato hipotecario
119	mortgage amount	monto de la hipoteca
120	mortgage banker	banquero hipotecario
121	mortgage broker	broker hipotecario
122	mortgage insurance	seguro hipotecario
123	mortgage lender	<i>lender</i> hipotecario
124	mortgage lending institution	entidad de crédito hipotecario
125	mortgage life insurance	seguro de vida hipotecario
126	mortgage loan	préstamo hipotecario
127	mortgage note	pagaré hipotecario
128	mortgage payment	pago hipotecario/ pago de la hipoteca
129	mortgage term	plazo del préstamo
130	mortgagor	deudor hipotecario
131	negative amortization	amortización negativa
132	net worth	valor neto
133	non-liquid asset	activo no líquido
134	note	pagaré
135	origination fee	<i>fee</i> de apertura
136	owner financing	financiamiento por el dueño
137	payment	pago/desembolso
138	payment change date	fecha de cambio de pago
139	periodic payment cap	tope de pago periódico
140	periodic rate cap	tope de tasa de interés periódico
141	points	puntos
142	pre-approval	aprobación previa
143	prepayment penalty	multa por pago anticipado
144	prime rate	tasa preferencial
145	principal	capital
146	principal balance	saldo principal
147	private mortgage insurance	seguro hipotecario privado
148	qualifying ratio	índice de calificación
149	rate	tasa
150	rate lock	congelamiento del interés
151	real estate agent	agente de bienes raíces
152	real estate settlement procedures act	ley de procedimientos de liquidación de bienes raíces

153	realtor	<i>realtor</i>
154	recording	registro
155	refinance	refinanciamiento/ refinanciar
156	revolving liability	pasivo variable
157	score	puntuación
158	secondary market	mercado secundario
159	secondary mortgage market	mercado hipotecario secundario
160	security	garantía
161	seller carry-back	financiamiento por el vendedor
162	servicer	administrador
163	standard disclaimer	cláusulas de exención de responsabilidad.
164	standard payment calculation	cálculo de pago estándar
165	step-rate mortgage	hipoteca escalonada
166	stimulus check	cheques de estímulo
167	swing loan	préstamo swing
168	tax levy	exacción fiscal
169	tax lien	gravamen fiscal
170	taxes	<i>taxes</i>
171	taxpayer	contribuyente
172	term	plazo/condición
173	third-party origination	apertura de préstamos por terceros
174	title	título
175	title insurance	seguro del título
176	trustee	fideicomisario
177	underwrite	garantizar/ avaluar
178	underwriting	lineamientos